A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

September 7, 1970

International Commerce

40 overseas promotions now open to U.S. firms

U.S. holds its share of manufactured exports

How New York State builds its exports

XUM

International Trade Winds Newsletter

Company News

APPAREL—The Londontown Manufacturing Co. of Baltimore has issued its first overseas license to the Melbo Clothing Manufacturing, Inc. firm of Osaka, Japan. A full line of men's and ladies' raincoats and outerwear will be sold through a newly formed sales organization, London Fog (Japan) Corp. Melbo and C. Itoh, Ltd., a Japanese trading company, jointly formed London Fog. The new firm will distribute and sell the clothing in Japan, South Korea, Taiwan, Okinawa and Southeast Asia.

AUTOMOTIVE PRODUCTS—Borg-Warner Corp. of Chicago and Zahnradfabrik Friedrichshafen A.G. announced that Saarbruecken, West Germany is the site of a new production plant for automatic transmissions for European vehicles. The new joint venture formed by the two firms, ZF- Borg-Warner GmbH, represents an investment of approximately $40 million. The new plant will have the capacity to produce 300,000 automatic transmissions a year for cars and delivery vans, and is expected to employ 2,000. Production should begin in early 1972.

DRILLING RIGS—The Ingalls Shipbuilding Division of Litton Industries has entered into a licensing agreement with Far East Ship Building Industries Ltd., Singapore, for the construction and sale of Ingalls semi-submersible offshore drilling platforms. The Ingalls "Trimaran" platform is a three-legged rig capable of drilling while on the bottom in waters up to 100 feet deep, or while afloat in waters up to 600 feet deep. Far East specializes in marine equipment for the offshore drilling industry.

PAPER—Clupak, Inc., New York, announced a licensing agreement with the newly formed United Pulp and Paper Co. of Manila, allowing United to produce extensible paper when its new mill is complete in 1973. United is owned by several Philippine cement and sugar companies. Initially the mill, located on Luzon, will have a capacity of 100 tons per day, most of which will be used in manufacturing cement bags. Bagasse, a by-product of cane sugar, will be the major raw material used, replacing up to half of the wood pulp.

That new U.S. Trade Center in Sydney has stirred industry enthusiasm. A post-mortem on the first show of data communications systems, by participant Varian Associates: "The exhibition resulted in a unique opportunity for exposure to a large segment of the potential market in the Australia-New Zealand area in a comparatively short period of time and with a moderate expenditure of our efforts. We expect it will pay significant dividends in sales for our company . . ."

The Sydney Center has also held its first between-shows promotion, a joint display by Addressograph Multigraph (copying, printing items) and P. Rowe International (five-ton camera and associated equipment). Immediate sales and 12-month projected orders came to more than $1 million. Many Australian governmental and industrial leaders were among the 1,000 visitors. Impressive results at an impressive showcase, summarized the company reps.

The special trade promotion technique called catalog shows continues to prove its merit. Three such shows at Oporto, Portugal, have brought in $160,000 in orders for U.S. firms. A fourth will be part of a building materials show in Oporto in October. Commerce specialists are also gathering company materials for four catalog shows in Eastern Europe this fall, and another in Vienna at the end of the year.

Recognition of "a new fact of life in international banking" is the way Bank of America explains its new MultiNational Division. What local bankers do for local businesses and national bankers do for national firms, this division will do for worldwide corporations. It came about because of "the existence of global markets and fields of development in which an increasing number of companies operate worldwide." The division will work out of California, New York and London at first, later adding offices in Paris, Duesseldorf, Tokyo and other centers.

Tough export credit competition from such nations as Japan, West Germany and the U.K. is hurting expansion of U.S. sales overseas, and ranks among today's top challenges facing the whole U.S. economy. This is the view of the Chamber of Commerce of the U.S., which just completed a survey of 750 exporting firms and is turning the findings over to an 18-man task force on export financing.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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in this issue

World marketing conditions, opportunities and results are reflected in three separate reports in this issue. A story on page 4 showing the U.S. share of world sales in major manufactures, is part of a series of quarterly Commerce Department assessments. A listing of Commerce's overseas promotions open to U.S. firms is on page 34. How one U.S. State —New York—has built overseas sales for its resident companies is described on page 2.

September 7, 1970
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International Commerce

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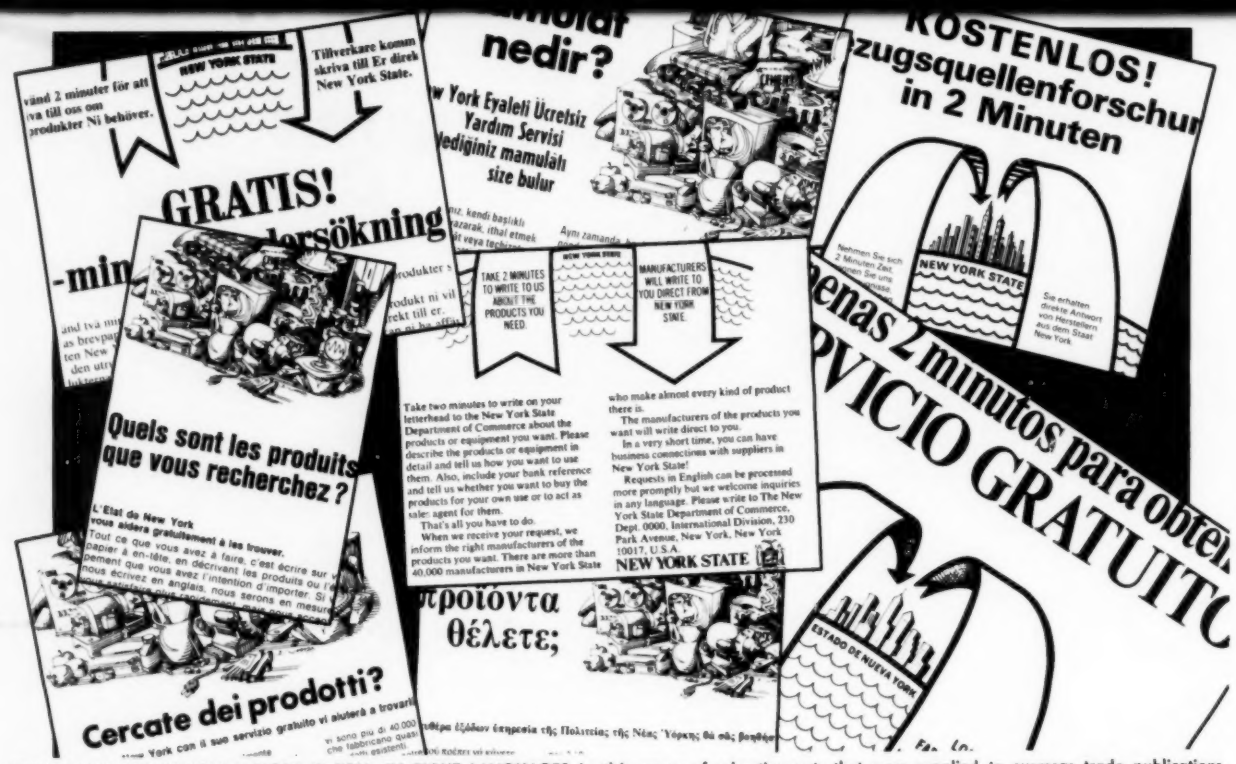
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que vous recherchez ?
Cercate dei prodotti?
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ESTADO DE NUEVA YORK

NEW YORK'S PROMOTIONAL STORY IS TOLD IN EIGHT LANGUAGES in this group of advertisements that were supplied to overseas trade publications.

STATE EXPORT PROMOTION PROGRAM

New York keeps moving

Adds overseas offices, local language ads, 'mini' missions to computerized trade leads

Pacemaking overseas offices at the pivotal points in major markets, a computerized network speeding trade leads to businessmen, ads in foreign languages, "mini" trade missions to the prime sales targets—it's New York State in action aggressively promoting exports for its citizens.

Adding it up recently, the State's Department of Commerce, Division of International Commerce reported that it has been responsible for developing $542 million in new export sales—including $124 million in 1969 alone.

The Division, established in 1962, originally set a goal of $100 million a year in new export business for New York State manufacturers and processors, according to State Commerce Commissioner Neal L. Moylan.

The Division aims to expand export trade, stimulate industrial investment in the State and encourage foreign visitors to travel in New York State, thereby increasing employment opportunities for the people of the State.

As New York intensifies efforts to bring more business to the State's manufacturers, farmers and suppliers, it points proudly to its Presidential "E" and "E Star" award flags for export expansion—more than any other state—168 out of the 970 awarded.

When the program was established by Governor Nelson A. Rockefeller, one of the Division's first steps was to open a European office in Brussels, in the heart of the European Economic Community. New York not only helped set a trend followed by other States in establishing permanent trade offices abroad, but also effected direct contact with its largest overseas marketing area, the vast industrial complex of Western Europe. The Brussels office also services North Africa and the Near East.

New York strengthened this strategy in 1966 by opening a trade office in Tokyo to cover the Far East and Australasia, and in 1968 it established its third overseas office in San Juan, Puerto Rico, for contacts in the Caribbean, Central and South America. All of these offices are under the supervision of Deputy Commissioner Howard D. MacPherson. The Division's main office is at 230 Park Ave., New York City.

New York's aggressive approach to exporting is reflected in the pages of many major foreign newspaper or trade magazines, in the form of ads by the International Commerce Division informing overseas buyers of the quality of New York State products and offering a free product location service. The ads emphasize that of the 425 standard categories of goods manufactured in the United States, 417 are made by New York State manufacturers. The Division also

uses the offices of an international direct mail service, mailing out some 150,000 promotional pieces each year.

Product inquiries from abroad are circularized through the Department's computerized bulletin service to appropriate New York manufacturers and exporters. Manufacturers interested in selling abroad are recorded in the computer by SIC codes which are matched by 20 "Foreign Trade Opportunities" bulletins.

Serving as the basic tool, yet only one of many services offered, these "Foreign Trade Opportunities" bulletins are sped to more than 11,000 firms at the rate of 1.3 million mailings per year. Survey results indicate that speed in handling inquiries from abroad contributes to the effectiveness of the bulletins. Although other states have followed New York's lead and have set up overseas trade offices, New York alone has computerized bulletin service for trade leads.

Through export expansion workshops, New York's international commerce specialists familiarize local businessmen with export techniques and practices. More than 80 such workshops, sponsored by the International Commerce Division, in cooperation with chambers of commerce, banks or trade associations, have been held in 40 communities in New York State.

The International Commerce Division's New York City office, through individual counseling, personally assists overseas visitors—often bringing buyers and sellers together for on-the-spot negotiation.

A substantial number of sales leads originate from "pavement pounding" by the staff of the Division's offices in Brussels, Tokyo and San Juan. Since opening their doors the overseas offices have broadened their activity to the point where they now develop a major share of the 100,000 sales leads a year offered New York businessmen.

The Brussels office alone, with a three-man team, makes daily contact with leading bankers, importers and industrialists in over 30 countries. Covering 54 cities in Europe, North Africa and the Near East in 1969, the team made hundreds of personal calls and participated in investment seminars and manned exhibits at leading trade fairs at which, for centuries, European businessmen have found a most important and effective means of advertising and promoting products.

The Division's office in Tokyo, in the heart of one of the most rapidly expanding economies in the world, has developed nearly 1,000 sales opportunities in the Far East for New York State exporters since it opened. The Tokyo office's sales territory extends to the Philippines, Thailand, Singapore, Malaysia, Indonesia, Australia, South Korea, India, Pakistan and New Zealand.

Commissioner Moylan is confident that the increased business generated by the new San Juan office will add to the State's growing export trade, since Caribbean, Central and South American countries purchase an important share of the export goods sold by U.S. companies.

Three years ago, the New York State Department of Commerce began what it calls "Mini-missions" on behalf of export sales. The "Mini-mission" concept is one in which the Department's European representatives visit various business areas to meet with local businessmen and offer them free "where-to-buy-it" services, usually with the close cooperation of the U.S. Departments of Commerce and State.

INDUSTRY-GOVERNMENT TEAMWORK was shown on recent New York investment mission to Europe, led by State Commerce Commissioner Neal L. Moylan (right), shown with Syracuse banker Royal L. O'Day at the German port of Bremen.

The Department's International Commerce Division recently conducted a successful "Reverse Investment Mission," directed by Commissioner Moylan and reported in the June 29 issue of INTERNATIONAL COMMERCE.

New York firms, which manufacture nearly every basic industrial product, and New York suppliers and farmers, are thus being aided by their State officials to prove that they can meet the market needs created by rising living standards throughout the world.

EXPORT PROMOTION CONFERENCE of State officials is addressed by Deputy Commerce Commissioner Howard D. MacPherson; at right, the computer matches overseas trade leads data against its list of New York state manufacturers, numbering more than 11,000 firms, coded by SIC number.

XUM

United States retains its share of world manufactures market in first quarter of this year

Gain in chemicals offsets decline in transport equipment; Japan, Italy, France boost sales and enhance position

U.S. exports of manufactured goods in the first quarter of 1970 advanced in value by 3½% from the preceding quarter to a new high of $7.3 billion, seasonally adjusted. This rate of expansion virtually matched the rise in the combined exports of our major competitors to markets outside the United States.

With a share gain in the chemicals market offsetting losses in transport equipment and nonelectric machinery, the U.S. position stood at 22.2% for the second consecutive quarter. Our standing improved marginally in electric machinery and remained static in "other manufactures", a heterogeneous group comprising mostly semimanufactures and nondurable consumer goods.

Even though our first quarter remained at the October-December 1969 level, that position was the lowest in at least a decade except for the first quarters of both 1965 and 1969 when U.S. exports were badly disrupted by dock strikes. It represents the culmination of a downward trend which began in the closing months of 1968 and extended to all commodity groups. Since then, our standing has recovered, at least partially, in all these groups except transport equipment and electric machinery. The lack of sustained growth in exports of aircraft and automotive equipment militate against significant improvement in our overall position.

Chemicals share climbs

Booming shipments of chemicals were the prime movers in the acceleration of U.S. manufactured exports during the first three months of the year. After remaining sluggish throughout 1969, deliveries of chemicals jumped by 12% to top $1 billion. Our share of the world chemicals market rose by 1½ points to 23.7%, its most significant improvement in several quarters, except for the sharp rebound following the 1969 dockstrike. Rapidly increasing sales of several types of organic compounds accounted for much of the export expansion.

Recovering from the depressed levels of the previous quarter, U.S. exports of electric machinery advanced by nearly 5% to $719 million, thereby exceeding by a narrow margin the rate of growth achieved by our major competitors. As a consequence, our share edged up to 23.4%. Primarily responsible for this export gain were solid state semiconductor devices, telecommunications equipment, and electric power machinery and switchgear. The resumption of shipments by a leading manufacturer whose plants had been strikebound for more than three months also played a part in the increase in foreign sales.

The U.S. standing in the market for "other manufactures" held steady at 14.8% as U.S. exports of these products increased by 4% to just under $2 billion. Buoyant deliveries of copper and aluminum and solid gains in sales of iron and steel products contributed significantly to the advance.

Transport position weakens

Continuing on its downward trend, the U.S. share of the transport equipment market fell to 30.5%, its lowest level since the second quarter of 1967. Soaring exports of civilian aircraft failed to offset the continued decline in shipments of automotive products to Canada. Softness in U.S. and Canadian demand for autos was again responsible for reduced deliveries of new cars as well as of parts and accessories for the assembly of vehicles, most of which are exported to this market.

Our trading position deteriorated also in nonelectric machinery. The slippage to 28.9% reflected divergent movements in the outflow of several important products which limited the group's export growth. U.S. manufacturers shipped abroad increasing quantities of electronic computers and parts, materials handling equipment, and power generating machinery but reported lower sales of nonagricultural tractors and parts and metalworking machinery.

Japan leads competitors

Of our five major competitors, Japan, Italy, and France improved their position in the world market for manufactures outside the United States. Boosting exports by more than one-quarter of a billion dollars from the final quarter of 1969, Japan lifted its share by half a point to 8.9%. The gain in position was achieved primarily on the strength of a marked improvement in transport equipment, although Japanese exporters also enhanced their standing in nonelectric machinery and in other manufactures.

Recovering from the effects of the strikes which had crippled its productive facilities during the last quarter of 1969, Italy substantially boosted foreign sales in the first three months of this year. Despite the sharp rise in exports, however, Italy's share at 6.8% remained well below its average quarterly level in 1969. The Italian position improved in each commodity market except other manufactures. France, on the other hand, bettered its standing in this latter group of products as well as in electric machinery. These gains pushed the French share marginally higher to 8.7%.

German, U.K. shares drop

In contrast, both Germany and the United Kingdom incurred widespread losses. Declining deliveries of transport equipment limited overall German export growth in manufactures to less than 1% and resulted in a sharp reduction in share. Germany's standing also deteriorated in three of the other commodity groups, but less drastically. It held steady in chemicals.

With its exports of manufactures declining slightly, the United Kingdom suffered a share cut for the second consecutive quarter. Losses occurred in all major products but were especially severe in nonelectric machinery.

Among other prominent trading countries, both Belgium and the Netherlands sustained moderate falls in their market positions.

Data on the U.S. share of world exports of manufactured goods are reported quarterly in INTERNATIONAL COMMERCE. *The previous report appeared in the issue of June 8.*

Information on the first quarter of this year is presented in the accompanying article, prepared by the Commerce Department's International Trade Analysis Division. The Division's summary analysis of U.S. foreign trade in the first half of 1970 was presented in the Aug. 24 issue.

U.S. share of world exports of manufactures

Adjusted for seasonal variation

Commodity		U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets[1])
Manufactures, total			
1966	1st qtr.	4,719	23.1
	2nd	4,684	22.7
	3rd	4,765	22.5
	4th	5,039	22.8
1967	1st	5,266	23.4
	2nd	5,192	22.6
	3rd	5,172	23.4
	4th	5,281	23.5
1968	1st	5,476	22.8
	2nd	5,863	24.4
	3rd	6,388	24.2
	4th	6,154	22.6
1969	1st	5,785	21.1
	2nd	6,879	23.1
	3rd	7,054	22.8
	4th	7,085	22.2
1970	1st[2]	7,331	22.2
Chemicals			
1966	1st qtr.	648	25.0
	2nd	662	25.0
	3rd	680	24.3
	4th	683	23.9
1967	1st	707	24.0
	2nd	698	23.5
	3rd	685	23.6
	4th	722	24.0
1968	1st	748	23.5
	2nd	810	25.1
	3rd	918	25.3
	4th	810	22.7
1969	1st	661	18.9
	2nd	917	23.8
	3rd	884	22.0
	4th	906	22.2
1970	1st[2]	1,015	23.7
Nonelectric machinery			
1966	1st qtr.	1,356	30.7
	2nd	1,343	30.0
	3rd	1,339	29.1
	4th	1,456	30.0
1967	1st	1,520	30.9
	2nd	1,485	29.7
	3rd	1,475	30.3
	4th	1,491	30.1
1968	1st	1,481	28.8
	2nd	1,558	30.6
	3rd	1,688	30.3
	4th	1,603	28.0
1969	1st	1,486	26.9
	2nd	1,834	29.3
	3rd	1,914	29.4
	4th	1,953	29.1
1970	1st[2]	1,982	28.9
Electric machinery			
1966	1st qtr.	458	25.2
	2nd	464	25.0
	3rd	480	25.1
	4th	498	25.3
1967	1st	528	25.9
	2nd	526	25.4
	3rd	526	26.1
	4th	525	25.8
1968	1st	537	24.7
	2nd	567	26.1
	3rd	600	25.3
	4th	581	24.0
1969	1st	590	24.0
	2nd	684	25.2
	3rd	720	25.1
	4th	686	23.3
1970	1st[2]	719	23.4
Transport equipment			
1966	1st qtr.	904	29.2
	2nd	875	28.2
	3rd	891	28.8
	4th	1,044	28.8
1967	1st	1,062	30.7
	2nd	1,092	30.4
	3rd	1,150	31.9
	4th	1,220	34.2
1968	1st	1,352	33.6
	2nd	1,436	35.0
	3rd	1,501	34.7
	4th	1,579	33.8
1969	1st	1,616	33.2
	2nd	1,676	33.1
	3rd	1,644	32.3
	4th	1,624	31.0
1970	1st[2]	1,620	30.5
Other manufactures			
1966	1st qtr.	1,353	16.0
	2nd	1,340	15.7
	3rd	1,375	15.7
	4th	1,358	15.4
1967	1st	1,449	15.9
	2nd	1,391	14.9
	3rd	1,336	15.3
	4th	1,323	14.9
1968	1st	1,358	14.3
	2nd	1,492	15.7
	3rd	1,681	16.0
	4th	1,581	14.6
1969	1st	1,432	12.9
	2nd	1,768	14.8
	3rd	1,892	15.3
	4th	1,916	14.8
1970	1st[2]	1,995	14.8

Note: The quarterly figures in 1969 were affected by the U.S. longshoremen's strike beginning December 20, 1968 and ending February 15 at New York and on various dates through April 13, 1969 at other ports. The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures except mineral fuel products, processed food, fats, oils, firearms of war and ammunition.

[1] World exports are defined as exports from the 14 major industrial countries. These nations, which account for approximately four-fifths of world exports of manufactures to foreign markets, are as follows: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States.

[2] Preliminary.

XUM

New trade bill reviewed

Measure now approved by House Committee called most significant since 1962 Act

After extensive public hearings and more than a month of executive sessions, the House Committee on Ways and Means favorably reported the Trade Act of 1970 by a vote of 17-7 with one absention.

This is the first major trade legislation to be acted upon since the Congress enacted the Trade Expansion Act of 1962. The bill has been introduced in the House by Committee Chairman Wilbur Mills (Ark.) as H.R. 18970. The bill is expected to receive House consideration by the end of September. The committee approval came on Aug. 21.

The bill contains substantial revisions of, and additions to, the Trade Expansion Act (TEA) of 1962 and other statutes. Revisions were made in the provisions pertaining to import relief for industries and adjustment assistance for firms and workers, easing the requirements which must be met in order to qualify. The imposition of import quotas on textiles and footwear with provisions for negotiated agreements to supersede these quotas, and the creation of special tax provisions for "domestic international sales corporations" would constitute major additions to laws affecting U.S. foreign trade.

Other important provisions include qualified authorization for the President to carry out trade agreements for the elimination of the American Selling Price system of customs valuation presently applicable to a limited number of product groups; limited tariff-cutting authority; broader provisions for dealing with, and retaliating against foreign import restrictions and other discriminatory practices, and a prohibition against the use of tariffs to regulate imports in national security cases.

Trade agreement authority

Tariff Reduction. H.R. 18970 would restore until June 30, 1973, the President's authority to reduce tariff rates as part of a trade agreement. The bill would authorize the President to reduce by 20% or by 2 percentage points the rates of duty which will exist when the final stage reductions of the Kennedy Round are made effective on Jan. 1, 1972. Thus, for example, a rate of 20% ad valorem could be reduced to 16% and a rate of 5% could be reduced to 3%. This authorization is identical to the proposal contained in the Administration trade bill submitted to Congress last November.

The President has been without such tariff reduction authority since July 1, 1967 when the authority under which the Kennedy Round was negotiated expired. In the Kennedy Round negotiations, the President was permitted to reduce rates by as much as 50% of the 1962 rates. The new authority would be subject to pre-negotiation safeguard procedures already prescribed in the Trade Expansion Act of 1962. It is intended to be used primarily to compensate countries affected when the President is required under the tariff adjustment provisions or otherwise to proclaim increased tariffs or other import restrictions on articles covered by concessions granted by the United States in past trade agreements. The authority would not be used for any new major tariff negotiations. Also, the President would be able to use the authority in limited tariff negotiations on one or several products to resolve trade problems causing difficulties for U.S. exporters. The bill further provides that duty reductions be staged in at least two installments spaced one year apart.

American Selling Price. H.R. 18970 contains another trade agreement provision which would authorize the President to carry out any bilateral or multilateral agreement to eliminate the American Selling Price system of customs valuation, if he determines that concessions to be made by other countries fully compensate for the removal of ASP. Separate agreements were concluded as part of the Kennedy Round of trade negotiations in 1967, under which U.S. trading partners specified the tariff and trade actions which they would take if the United States removed ASP valuation on certain products. These agreements have not been implemented since they were contingent upon legislative action by the U.S. Congress. The trade bill provisions would apply to benzenoid chemicals, canned clams, wool knit gloves, but not to rubber-soled footwear, the only other product group now subject to duty assessment by this method. Rubber-soled footwear is not covered by a separate agreement including concessions by other countries.

The Committee report states that the Administration should continue to seek a fully reciprocal agreement with foreign countries exporting rubber-soled footwear to the United States and that, if such an agreement can be reached, it should be forwarded to the Congress for its approval and provide for the final elimination of ASP from U.S. customs law.

The bill specifies that the Presidential Proclamation eliminating ASP will take effect 60 days after it is transmitted to Congress, unless both Houses adopt a concurrent resolution opposing the proclamation. In order to maintain continuing surveillance of the results of the elimination of ASP with respect to chemicals, the Tariff Commission would be required to make annual reports to the President on U.S. production, sales and imports of synthetic organic chemicals for five years following issuance of the Presidential proclamation.

Import relief

Assistance to Industries. Under the provisions of the proposed Trade Act of 1970, industries would be able to petition the Tariff Commission for relief from injurious import competition under liberalized criteria. To qualify, the Commission would have to determine that the article in question is being imported in such increased quantities as to "contribute substantially" to causing or threatening serious injury to the domestic industry. The bill would eliminate the present requirements that increased imports must be "the major factor" causing injury and that trade agreement concessions must be responsible for the increased imports. In making a determination of injury under the revised criteria, the Tariff Commission would be required as far as practicable to define "the domestic industry" as the total of those portions or subdivisions of the firms that are directly involved in producing and processing the article in commercial quantities.

Whenever the Tariff Commission finds serious injury, it would be required to make an additional determination as to the nature of the injury. To reach an affirmative determination in this regard, in general the Commission would have to find that (1) *either* the import penetration of the article in the U.S. market is

This article was prepared by the Trade and Commercial Policy Division, BIC, to inform interested readers and is not intended as a legal interpretation of the bill.

above 15% of domestic consumption and has been increasing at more than a specified minimum rate, *or* the domestic production of the article is declining or likely to decline so as to substantially affect the ability of domestic producers to produce at a level of reasonable profit and the employment or wages afforded by such production are declining or are likely to decline substantially; and, if so, (2) the imported article substantially undersells the domestic article, constitutes an increasing share of domestic consumption and was produced at unit labor costs substantially below those of the domestic article.

If the Tariff Commission makes an affirmative finding of serious injury without reaching an affirmative finding under the additional determination, it would be required to recommend increased tariff or other import restrictions to remedy the problem. In this case, however, the President would be required to impose whatever import restrictions he thought were necessary regardless of the measures recommended by the Commission. The President could, however, decline to impose any increased import restrictions if he determined they would be contrary to the national interest. If the Commission finds injury *and finds also* that the criteria of the additional determination are met, the President would then be required to implement the import restrictions determined by the Commission unless he in turn determined that to do so was not in the national interest. In either event, if the President declined to take action to restrict imports following an affirmative finding of injury to an industry, he would have to authorize that firms and workers within that industry could apply for adjustment assistance.

The President would be authorized to negotiate orderly marketing agreements with other countries *at any time* after an affirmative injury determination. Such agreements also could be used in place of, or along with, tariff adjustment actions. Under the Trade Expansion Act, the authority to negotiate orderly marketing agreements is to be used at the conclusion of the Tariff Commission investigation and the agreements, if used, must be a substitute for tariff adjustment action.

The bill would require that the annual Tariff Commission reports on industries granted import relief include a review of specific steps taken by firms in the industry to increase their competitive ability. Tariff Commission reports on the impact of termination of relief would also be required to include an analysis of the impact of termination on firms and workers in the industry and a determination as to whether termination would threaten serious injury to the industry. In the case of an affirmative finding on the latter point, the Commission would be further required to determine the extent to which import restrictions or tariffs could be reduced without threatening injury or whether additional relief in lieu of termination is required to prevent or remedy serious injury to the industry.

Assistance to firms and workers. Under the Trade Act of 1970, petitions by a firm or group of workers for adjustment assistance would be filed with the President, instead of the Tariff Commission, as currently provided. The President would then request the Tariff Commission to conduct a fact-finding investigation to assist him in his decision and report to him within 60 days. Unless additional factual information is requested from the Commission, the determination as to injury would be made by the President, within 30 days of receipt of the Tariff Commission's report.

The criteria for determining eligibility of firms and workers to apply for adjustment assistance would be liberalized. As in industry cases, increased imports would no longer have to result from trade agreement concessions and the increased imports would not have to be the major cause of injury or unemployment, but would have to be a substantial contributing cause.

The basic formula for the weekly trade readjustment allowance payable to an adversely affected worker would be increased to 75% (from 65%) of his average weekly wage or to 75% (from 65%) of the average weekly manufacturing wage, whichever is less, reduced by 50% of the amount of his remuneration for services performed during the week. The existing provisions for training and other reemployment assistance to workers would be expanded to include supportive and other services provided for under any Federal law.

The bill would also restore, without a specific termination date, the authority for firms and workers to petition for adjustment assistance under the Automotive Products Trade Act. This authority, which expired June 30, 1968, relates to dislocations resulting from the operation of the U.S.-Canadian Automotive Products Agreement.

Import limitations

Quotas: Textiles and Shoes. The trade bill provides measures to restrict imports of textiles and shoes. It would limit by country and by category textile and footwear imports in 1971 to the average annual quantity entered during 1967-69. Quantitative restrictions would terminate on July 1, 1976 unless the President finds that extension of the quantitative limitations for periods not to exceed five years would be in the national interest. For the years after 1971, imports would be allowed to increase by not more than 5% over the previous year if the President determines that such an increase is consistent with the purposes of these provisions.

The bill authorizes the President to exempt from import quotas any textile or footwear article which does not contribute to, cause or threaten to cause, market disruption in the United States. Such exemptions would be made for periods not in excess of 12 months, renewable by the President for similar periods. The bill also authorizes the President to exclude an article from quotas whenever such an exemption is in the national interest. In addition, the President may authorize increased imports whenever the domestic supply is inadequate to meet domestic demand at reasonable prices. Also excluded are textiles and shoes imported as personal belongings of citizens returning to the United States and non-commercial quantities imported for non-commercial purposes.

H.R. 18970 would permit the President to conclude bilateral or multilateral agreements to regulate the quantities of textile and footwear articles which enter the United States. Articles so regulated would not be subject to the quantitative restrictions specified in the bill. Thus, the textile and shoe quotas would be superseded by such agreements.

Articles subject to the Long-Term Arrangement Regarding International Trade in Cotton Textiles are excluded from these provisions of the bill, as are certain cordage articles specified in the 1955 U.S.-Philippine trade agreement, so long as the U.S. is a party to these arrangements.

Under the bill, "textile articles" are defined to include any article in schedule 3 of the Tariff Schedules of the United States (Textile Fibers and Products) which is wholly or partly of cotton, wool or other animal hair, man-made fibers (or any blend or combination) or cordage of hard (leaf) fibers, and certain headwear and gloves in schedule 7 if wholly or in chief value of cotton, wool or man-made fibers. Specifically excluded are raw cotton, linters and waste; raw wool and other animal hair and waste; man-made fiber waste; scrap cordage and rags; and certain woven fabrics used in manufacturing neckties. "Footwear articles" include leather footwear, certain rubber and plastic footwear, and footwear with uppers of fibers.

Tariff Quotas: Mink and Glycine. H.R. 18970 would establish limitations (effective Jan. 1, 1971) on the amount of imports of two product groups (mink fur-

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skins and glycine) which may enter at existing duty levels up to specified amounts; imports in excess of those amounts would be dutiable at higher rates.

Mink furskins. Imports of furskins of mink, whether or not dressed, within an annual quota of 4.6 million skins would continue to be dutiable at existing rates of duty (ranging from duty-free for raw skins to 40% ad valorem depending upon the degree of processing prior to importation and whether the goods are the product of Communist countries). Raw or undressed mink skins produced in Communist countries (now duty-free when permitted entry) will become subject to a rate of 30%. Imports in excess of the annual quota would be dutiable at 25% if imported from non-Communist countries and at 40% if imported from Communist countries (except Poland and Yugoslavia). The quota quantity approximates the annual average quantity of skins imported in calendar years 1967-69 and exceeds by 1 million skins the quantity imported in 1969.

In addition, the rates of duty on dressed mink furskins (dyed and not dyed) and on certain wearing apparel of mink, now scheduled to be further reduced during the next two years under the Kennedy Round agreements, would be fixed at their present levels.

The bill would also repeal a tariff headnote which prohibits imports of ermine, fox, kolinsky, marten, mink, muskrat, and weasel furs and skins, dressed or undressed, from the USSR or Communist China. Furskins produced in Communist China, however, will remain subject to the Foreign Assets Control Regulations, which currently prohibit importation.

Glycine. Imports of glycine (aminoacetic acid) and related products (salts thereof and certain mixtures of such acid or its salts) within an annual quota of 1.5 million pounds would be dutiable at 8.5% ad valorem if from non-Communist countries (25% ad valorem if from Communist countries except Poland and Yugoslavia). Imports in excess of this quantity (or in excess of the first 375,000 pounds entered during any calendar quarter) would be subject to an additional duty of 25 cents per pound. The quota quantity approximates the current level of imports of glycine. Imports of glycine have been subject to recent antidumping actions by the Treasury Department.

National security provisions

The trade bill would prohibit the President from adjusting imports, in any case in which imports are found to threaten to impair the national security, by means of increasing duties or other fees having the effect of a duty. Thus, adjustments of imports under these provisions would be limited to the use of quantitative restrictions. This provision does not affect the President's discretion as to whether or not to impose quotas or as to the level of such quotas. H.R. 18970 would require that the determinations made by the Office of Emergency Preparedness (OEP) on applications for action under the national security provisions be completed within one year from the date on which the investigation is requested. Determinations on active pending cases are to be made within 60 days of the date of enactment of H.R. 18970. There is currently no time limit on the investigations conducted by OEP.

Dairy products

The bill would transfer from the Secretary of the Treasury to the Secretary of Agriculture the final administrative responsibility for determining what articles fall within the article descriptions subject to import restrictions under section 22 of the Agricultural Adjustment Act. These are restrictions imposed on imports found to be materially interfering with U.S. domestic price support programs. The authority conferred upon the Secretary of Agriculture for the purpose of section 22 quotas is not to affect in any way the authority of the Secretary of the Treasury to classify merchandise for valuation, duty assessment and other purposes.

Drugs

The bill also would authorize the President to embargo or suspend trade with nations which permit uncontrolled or unregulated production or trafficking in opium, heroin or other poppy-derivative drugs in a manner to permit these drug items to fall into illicit commerce for ultimate disposition and use in this country.

Unfair competition

Antidumping and Countervailing Duties. The proposed Trade Act contains several changes in U.S. dumping and countervailing duty laws, designed largely to expedite the administration of those laws. With respect to the Antidumping Act, the bill would require the Secretary of the Treasury to determine within four months of the initiation of a dumping case whether there is reason to believe that sales at less than fair value are being made or are likely to occur and, if so, to order that appraisement be withheld. The Secretary's decision, whether affirmative or negative, would be published in the *Federal Register*. Existing regulations do not contain any time limit for determinations by the Treasury. The Act would further add a provision that in the case of a negative determination, the Secretary of the Treasury would be authorized to withhold appraisement at any time within the three months following an initial negative determination if there were subsequent reason to believe or suspect that sales are being made at less than fair value. These provisions would not become effective until 180 days after the enactment of the bill in order to allow the Customs Bureau time to plan for their implementation.

The bill also adds a new section to the Antidumping Act which makes provision for determining the foreign market value of merchandise in cases where the goods in question are exported under a state-controlled economy to the extent that foreign market value cannot be determined under the usual technical rules. This amendment reflects existing Customs practices. In such cases, foreign market value is determined on the basis of prices at which such or similar merchandise of a non-state-controlled economy country is sold in its home market or to other countries, or on the basis of constructed value.

The Trade Act of 1970 would amend the countervailing duty provisions to provide a time limit of twelve months on determinations by the Secretary of the Treasury as to whether bounties or grants are being paid or bestowed on the manufacture or export of any article which is imported into the United States. The Act would also provide that in the case of articles which are imported duty-free, countervailing duties shall be imposed where Treasury determines that a bounty or grant is bestowed if the Tariff Commission finds within three months that there is, or is likely to be injury to an industry in the United States from such subsidized imports. Existing law excludes duty-free goods from countervailing action. The Trade Act would give the Secretary of the Treasury some discretion in applying the countervailing duty law to any article subject to quantitative import limitations or any article subject to limitation on their export to the United States under an agreement to which the United States is a party. The bill provides that no countervailing duty shall be imposed on such article unless the Secretary of the Treasury determines that such quantitative restrictions are not an adequate substitute for countervailing duties.

Retaliation against foreign restrictions. The Trade Act of 1970 would broaden the provisions of section 252 of the Trade Expansion Act of 1962 which contain authority for dealing with, and retaliating against, import restrictions maintained by

foreign countries. It would eliminate references to agricultural products only, thus extending to all products the provision that authorizes the President to impose duties or other import restrictions on products of foreign countries which maintain unjustifiable import restrictions against any U.S. product when he deems such action necessary to prevent the establishment or obtain the removal of foreign restrictions.

The bill also would add subsidies and other export incentives which affect U.S. exports to third country markets to the list of discriminatory acts against which the President shall taken action. It would authorize the President in all cases of retaliation to impose duties or other import restrictions. The President would be given new authority to take such action as he deems necessary against the imports of products from the country involved when he deems it necessary or appropriate to obtain the removal of such restrictive acts, policies, or subsidies and to provide access for U.S. products to foreign countries on an equitable basis. The Trade Expansion Act limits Presidential authority under this section to the suspension or withdrawal of benefits of trade agreements concessions and does not include the option of placing restraints on imports into the United States.

Miscellaneous provisions

GATT Funding. The bill would authorize annual appropriations to be made for expenses incurred by the United States as a Contracting Party of the General Agreement on Tariffs and Trade. Such expenses are currently paid out of the State Department's budget for international conferences and are not specifically appropriated by Congress.

Tariff Commission Membership. The bill would increase the membership of the Tariff Commission from six members to seven and would extend the term of office of each new Commissioner from six years to seven.

Invoice Information. The trade bill would also require customs invoices to include a product description sufficiently detailed to enable customs officials to designate imports according to the 7-digit statistical classifications of the Tariff Schedules of the United States. The purpose of this amendment to the Tariff Act of 1930 is to assure collection of accurate import data.

Domestic International Sales Corp.

Title IV of the trade bill contains amendments to the Internal Revenue Code to permit the establishment of Domestic International Sales Corporations (DISC) for export sales activities. A DISC would be entitled to a deferral of tax on income so long as it remained a qualified DISC. Distributions when made to the shareholders would be taxed as normal income.

The DISC provisions would become effective on Jan. 1, 1971. However, the bill calls for a transition period for implementing the deferral in stages: a 50% deferral would be allowed for the tax year beginning 1971; 75% for 1972 and 1973; and the full deferral would be applied in 1974.

A DISC is defined as a corporation which is incorporated under the laws of any State and meets the following two tests: (1) 95% of its gross receipts must be from qualified export sales and related activities, and (2) 95% of its assets must be export-related. In addition, there must be only one class of stock whose outstanding par or stated value is at least $2,500 on each day of the taxable year.

Qualified export receipts are defined broadly, and include gross receipts from: the sale or rental of goods produced, grown or extracted in the U.S. for use outside the United States; services connected with the sale of such goods; the sale of qualified export assets; dividends from the stock of a foreign related corporation (as defined in the bill); interest on an obligation which is a qualified export asset; managerial services involved in furthering the production of qualified export receipts of the DISC; engineering and architectural services for construction projects located (or proposed for location) outside the U.S. Receipts from goods containing foreign components will qualify if the imported articles do not amount to more than 50% of the fair market value of the finished goods.

Qualified export assets include facilities for the sale, lease, rental, handling, transportation, packaging, assembly or servicing of export goods; a loan to a domestic manufacturer for use in its export sales. Accounts receivable, working capital, securities of a related foreign export corporation, and certain Eximbank and FCIA obligations also serve to meet the export assets test stipulated in the bill.

"Deficiency distributions" may also be used to meet the tests for the qualified export receipts and export assets. A DISC with excessive non-qualifying income or assets could make taxable distributions to shareholders after the close of the tax year in order to maintain its tax deferral status. Generally, a DISC would be considered to have met the receipts and assets tests if necessary distributions were made within 8½ months of the close of the taxable year, and if at least 70% of the corporation's gross receipts and 70% of its assets met the other qualification requirements described above. Under certain conditions, distributions would be permitted after the 8½ month deadline where failure to make such distribution was due to reasonable cause.

Committee report

The Committee submitted a 190-page report to the House of Representatives reporting favorably on H.R. 18970 and recommending its passage. The report contains an explanation of the bill and the Committee's reasons for recommending each proposal. It also includes the dissenting views of the seven Committee members voting against the bill. In the report, the Committee indicated that a number of other trade issues had come to its attention in the course of its consideration of the bill on which it had no legislative proposals at this time. The Committee did express its views on some of these matters which are summarized below.

Non-tariff trade barriers. The Committee expressed its view that insufficient progress is being made in reducing or eliminating these barriers to international trade. It urged the Administration to pursue vigorously the goal of lifting these burdens from U.S. exports in discussions with our trading partners. The Committee recognized that unlike tariffs, prior Congressional delegation of authority to the President to reduce non-tariff trade barriers is difficult to embody in legislation because these restrictions often are the result of purely domestic concerns that are only indirectly related to foreign trade. They require legislative actions to accomplish their removal and the Committee felt this should await the time when negotiations have shown more clearly what is possible and what specific details are needed in legislation.

The Committee believed that the Administration should consult with members of Congress as to possible changes in domestic law which might be called for as a result of international negotiations on lowering of barriers. Subject to such consultations and the subsequent enactment of implementing legislation, the Committee said, the President should continue to discuss with other countries the means by which non-tariff barriers to trade can be reduced or eliminated.

Product standards. The Committee urged immediate consideration of the international harmonization of standards for industrial and agricultural products and the adoption of common quality assurance and certification schemes. It said both government and industry should take whatever steps are necessary to ensure that U.S. exports are not denied the op-

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portunities offered by international efforts toward standards harmonization and certification. It called for the adequate funding of U.S. participation in international standards writing and insuring that the United States possesses the institutional facilities necessary to take part in testing and certification arrangements. The Committee felt that the Department of Commerce is the logical agency to initiate and coordinate these efforts as they relate to industrial products.

U.S. agricultural exports. The Committee said it was seriously disturbed by the trade problems created for American agriculture by the agricultural policies of some of our trading partners, particularly by variable levies and/or import quotas and export subsidies.

Voluntary steel arrangement. The Committee felt that the Administration should try to have these voluntary undertakings by Japan and the European Coal and Steel Community improved and extended past their present expiration date, the end of 1971.

International labor standards. The Committee expressed the opinion that the President should take steps through trade agreements to seek the elimination of unfair labor conditions which substantially disrupt international trade.

Articles assembled abroad with U.S. Components. (Item 807 of the Tariff Schedules of the United States.) The Committee urged the Administration to promptly review the Tariff Commission report on this subject when it is completed and to submit to Congress its recommended changes in the law to assure that these provisions do not endanger the overall job opportunities of U.S. workers.

Meat imports. The Committee requested the Department of Agriculture to provide it with a study on the composition of meat imports with information furnished by the Tariff Commission and other sources.

U.S.-Canadian Automotive Agreement. The Committee said it expects that urgent attention will be given by the government to the attainment of the Agreement's objectives, including reciprocal free trade. It added that if there were no progress in attaining these goals, it believed that consideration should be given to the President's exercising his authority to terminate the agreement.

Comparability of data. The Committee expressed its concern about the inadequacies of official data on U.S. imports, production, and exports, particularly the problem caused by lack of comparability between the various classification systems used.

Tariff Commission busy in August with decisions, investigations; 590 quota bills before Congress

Month's official actions affecting trade highlighted by House Committee bill that is analyzed in preceding article

This article is another in a series of monthly reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by the Bureau of International Commerce's Trade & Commercial Policy Division.

CONGRESS

Committee Actions on Trade Legislation: The House Committee on Ways and Means on Aug. 21 reported favorably a Committee version of the Trade Act of 1970. An article giving a comprehensive review of this measure begins on page 6.

H.R. 15424, amending the Merchant Marine Act of 1936, was reported out of the Senate Committee on Commerce on Aug. 10. Amending the House version, the Senate Committee restored to the bill provisions of the existing law which require that all articles, materials and supplies used in connection with a vessel constructed with construction-differential subsidy must be, so far as practicable, U.S. made. As passed by the House, H.R. 15424 would have amended the existing law to provide that only subsidized articles, and major components of the hull and superstructure and material used in the construction thereof, must be of U.S. origin. The provision originally contained in the House version would have permitted the extensive use of foreign use of foreign machinery and components in the construction of subsidized vessels.

The General Subcommittee on Labor of the House Committee on Education and Labor continued hearings on H.R. 17596, which contains provisions to deal with the impact of imports on employment (see this column, June 15). Hearings are scheduled to resume this month. In addition, the Subcommittee on Domestic Marketing and Consumer Relations of the House Agriculture Committee reported favorably to the full Committee H.R. 682, H.R. 2387 and H.R. 11531, which would extend Section 8e of the Agricultural Marketing Act to include olives, raisins and prunes. These bills have been included in H.R. 18884, which has been ordered reported to the House. A report will be published when the bill is officially filed upon the reconvening of the House in September. Section 8e prohibits the importation of any products which do not conform to domestic marketing orders with respect to grade, size and other standards. Finally, hearings on H.R. 17444 and related bills, to provide for thorough health and sanitation inspection of all livestock product imports have been scheduled by the Subcommittee on Livestock and Grains of the House Agriculture Committee for Sept. 16 and 17 (see this column, June 15 and July 13).

Floor Actions: During August, the House voted to sustain the Aug. 11 Presidential veto of H.R. 17548, an act making appropriations for a number of executive agencies, commissions, and offices and containing a Senate amendment which would prohibit the use of any appropriations made by the act for procurement of hand or measuring tools not produced in the United States unless the differential in cost between the domestic and foreign product were at least 50%. The present differential for non-military procurement amounts to 6% (see this column, August 10).

Bills Introduced: At the end of August, the total number of bills related to international trade introduced in this session of Congress approximated 875 of which about 590 were import quota proposals. In addition to the new trade bill (H.R. 18970), seven other bills dealing with international trade matters were introduced during the month of August. One of these (S. 4198-Hartke, Ind.) was a quota proposal for electronic articles similar to a bill previously introduced. Also similar to previously introduced legislation were a bill to increase the duty on stainless steel sheets and articles thereof (H.R. 18839-Gaydos, Pa.) and a bill to amend the Tariff Act of 1930 with regard to the licensing of customs brokers (H.R.

18961-Rees, Calif.)

Two new bills were introduced in the Senate during August. S. 4265 (Hartke, Ind.) would provide duty-free entry for a carillon for Indiana University, and S. 4268 (Sparkman, Ala. and Bennett, Utah) would facilitate greater expansion of exports by amending the Export-Import Bank Act of 1945 to exclude operations of the bank from the Federal Budget and from expenditure controls.

In the House, H.R. 18774 (Yates, Ill.) would prohibit the importation, manufacture, sale, purchase, transfer, receipt, or transportation of handguns, in any manner affecting interstate or foreign commerce, except for or by members of the Armed Forces, law enforcement officials, and as authorized by the Secretary of the Treasury, licensed importers, manufacturers, dealers, and pistol clubs. H.R. 18883 (Morse, Mass.) would amend the Trade Expansion Act to provide that tie votes by the Tariff Commission in adjustment assistance determinations would be tantamount to affirmative determinations.

THE PRESIDENT

Bills Signed: On Aug. 24, President Nixon signed into law a duty suspension bill (H.R. 14956) which continues until Sept. 30, 1972, the existing duty-free status for certain dyeing and tanning materials (P. L. 91-388).

TARIFF COMMISSION

Decision on Petition for Relief from Imports—Umbrellas: Reporting to the President Aug. 26 the results of its 17th escape clause investigation, the Tariff Commission issued a 3-1 finding that umbrellas and metal parts thereof are not being imported into the United States, as a result in major part of trade-agreement concessions, in such increased quantities as to injure or threaten to injure the domestic industry producing like or directly competitive articles. The Tariff Commission instituted the investigation on March 11 as the result of a petition by the Umbrella Frame Association of America (see this column, April 13).

Although the majority of the Commission found that the domestic industry has been seriously injured during a period of increasing imports of umbrellas and umbrella frames, they concluded that increased imports have not been caused in major part by trade-agreement concessions.

Decisions on Adjustment Assistance Petitions—Auto Soft-Trim, Capacitors: The Tariff Commission reported to the President during August the results of two investigations of petitions for adjustment assistance: one filed on behalf of certain former automotive soft-trim workers at the Wyoming, Mich. Plant of American Motors Corp. and the other filed by Ion Capacitor Corp., Columbia City, Ind.

In both cases, the Commission was equally divided 2-2 on the requisite determination that articles like or directly competitive with the domestic products are being imported into the United States in such increased quantities as to cause or threaten to cause serious injury, unemployment or underemployment of the respective firm and worker group. Commissioners Sutton and Leonard voted in the negative, Commissioners Clubb and Moore in the affirmative.

As the result of a recent interpretation by the U.S. Justice Department concerning tie votes in adjustment assistance cases, the President may accept either determination as the finding of the Commission.

Import Relief Investigation—Shoes: The Tariff Commission has announced the rescheduling of public hearings in connection with the investigation to determine whether men's and women's leather footwear are, as a result in major part of trade-agreement concessions, being imported into the United States in such quantities as to cause or threaten serious injury to the domestic industry (see this column, Aug. 10). The hearing, originally scheduled for Oct. 13, will be held instead on Oct. 20. This is the first escape clause investigation requested by a President of the United States and the 18th to be instituted under the Trade Expansion Act.

Decision on Dumping—Whole Dried Eggs from Holland: On July 31 the Tariff Commission announced that it was evenly divided 2-2 on the question of whether an industry in the United States is being, or is likely to be, injured or is prevented from being established by reason of imports of whole dried eggs from Holland sold at less than fair value. Under Section 201(a) of the Antidumping Act, an evenly divided vote is to be considered an affirmative determination; and, therefore, special dumping duties will be assessed. Appraisement was withheld on imports on April 30 and a determination of sales at less than fair value was made by the Treasury Department on May 1 (see this column, June 15).

Dumping—Japanese Tuners: Acting on the advice of the U.S. Department of the Treasury, the Tariff Commission has amended its original announcement of investigation under Section 201 of the Antidumping Act of 1921 to determine if injury or likelihood of injury is being caused by importation of Japanese tuners at "less than fair value." Whereas the original announcement had excluded stereophonic tuners from Japan, the investigation now includes all modular type tuners from Japan which are used in consumer products. However, complete tuners consisting of the consumer electronic product in which such modular type tuners are used are not covered by the investigation.

Unfair Import Competition—Plastic Sheet Articles: Announcing receipt of a complaint filed on behalf of Ben Walters, Ben Walters, Inc., and Kage Co., the Tariff Commission opened, on July 28, a new investigation of alleged unfair methods of competition and unfair acts (patent infringement) in the importation and sale of certain articles comprised of plastic sheets having an openwork structure which have the effect or tendency to substantially injure an industry in the United States. The Commission has initiated a preliminary investigation to determine whether full investigations are warranted, and whether temporary exclusion orders should be recommended to the President pending the outcome of full investigations.

Information submitted by interested persons which is pertinent to the preliminary inquiry will be considered by the Commission until the date of Oct. 5. Such information should be sent to the Secretary, U.S. Tariff Commission, 8th and E Streets, N.W., Washington, D.C. 20436 —where a copy of the complaint is also available for public inspection.

Investigations of Certain Dairy Products: The Tariff Commission held public hearings from July 28 through Aug. 7 as part of concurrent Section 22 and Section 332 investigations of certain dairy products. During the course of the two investigations, 55 witnesses appeared at the hearings, and testimony was entered into the record by representatives of Congress, the U.S. Department of Agriculture, domestic industry, importers and foreign suppliers.

The first investigation, under Section 22 of the Agricultural Adjustment Act, as amended, was undertaken in response to a Presidential request of May 19 (see this column, June 15) to determine whether certain dairy products (ice cream, chocolate crumb with a fat content of 5.5% or less, animal feeds containing milk or milk derivatives, and certain cheese containing 0.5% or less butterfat by weight) are being, or are likely to be, imported in such quantities as to interfere with the price support program for milk and butterfat, to vitiate other agricultural programs, or to substantially reduce the amount of products processed in the United States from domestic milk and butterfat.

The second investigation was instituted by the Tariff Commission under Section

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332 of the Tariff Act of 1930 in response to a request from the House Committee on Ways and Means (see this column, July 13). Involving cheese and cheese-substitutes having a purchase price of 47 cents or more per pound, lactose, chocolate and articles containing chocolate (except articles for consumption at retail as candy or confections), and New Zealand cheese and cheese-substitutes subject to quota, the inquiry was undertaken to investigate conditions of competition in the United States between U.S.-produced and certain foreign-produced goods. Under Section 332, the Tariff Commission is required to report facts developed during the investigation, but is not required to make recommendations for governmental action.

Investigation Report Delayed—Item 807: The Tariff Commission announced that its report on the use of tariff items 806.30 and 807.00 will not be ready by Aug. 31, the date requested by the President. The Tariff Commission intends to report as soon as possible, not later than Sept. 30. The two tariff items provide that, for the purpose of assessing duties, the value of the American-made components shall be deducted from the total value of articles assembled or processed abroad.

OTHER AGENCIES

Department of Labor—Certifications for Adjustment Assistance: The U.S. Department of Labor during August certified approximately 1200 more workers as eligible for adjustment assistance.

Approximately 1,000 of the workers were formerly employed by five Massachusetts shoe plants: Lemar Shoes, Inc. and Hartman Shoe Manufacturing Co., both of Haverhill; Eagle Shoe Co., Everett; Benson Shoe Co., Lynn; and Dartmouth Shoe Co., Brockton. These workers were certified as eligible following evenly-divided decisions by the Tariff Commission as to whether a significant number of workers became unemployed as a consequence of increased imports resulting in major part from trade agreement concessions and the President's decision on July 15 to accept the ruling by the two Commissioners voting in the affirmative as the finding of the Commission. At that time, the President declared the affected workers eligible to apply to the Secretary of Labor for adjustment assistance certification (see this column, July 13, June 15, and May 11).

The remaining 200 petitioners, production and maintenance workers of the Rockford, Ill. plant of Wood and Brooks Co., were certified as eligible for adjustment assistance on Aug. 26. These workers were eligible to petition the Department of Labor for certification following an unanimous Tariff Commission finding that piano actions are being imported into the United States, as a result in major part of trade agreement concessions, in such quantities as to be the major cause of unemployment or underemployment of a significant number of workers (see this column, Aug. 10).

Worker assistance under the Trade Expansion Act provides for cash readjustment allowances, testing, counseling, training and job placement, and relocation if needed and desired (see this column, Aug. 10).

Labor Department—Investigations of Adjustment Assistance Petitions: During August, the Department of Labor announced that petitions requesting certifications for adjustment assistance filed on behalf of workers of the Henryetta, Okla., sheet glass plant and of PPG Industries and on behalf of workers at the Aeolian and Grinnell piano plants located in Rochester, N.Y. and Holly, Mich. have been received and that investigations are under way. These recent applications are the result of previous action taken by the Tariff Commission and the President with respect to escape clause investigations of the industries producing glass and pianos (see this column, March 16 and Jan. 12).

Treasury Department—Withholding of Appraisement of Japanese Television Receiving Sets: Assistant Secretary of the Treasury Eugent T. Rossides announced on Aug. 28 that the Bureau of Customs is instructing Customs field officers to withhold appraisement of monochrome and color television receiving sets from Japan pending a determination as to whether this merchandise is being sold at less than fair value within the meaning of the Antidumping Act. Under this Act, the Secretary of the Treasury is required to withhold appraisement whenever he has reasonable cause to believe or suspect that sales at less than fair value may be taking place.

A final Treasury decision in this investigation will be made within three months of the publication of the withholding of appraisement notice in the *Federal Register*. In the event of determination of sales at less than fair value, the case would then be referred to the Tariff Commission for a determination of injury to domestic industry. If the Tariff Commission were to make a such determination, dumping duties would be assessable on all entries (effected after the date of withholding) on which dumping margins exist.

Treasury Department—Dumping Investigations: The Bureau of Customs announced on Aug. 19 that it has initiated inquiries into complaints that anhydrous aluminum chloride, manufactured by Wellard Chemical of Canada Ltd., and tubeless tire valves from Canada are being sold in the United States at less than fair value within the meaning of the Antidumping Act of 1921, as amended. Summary investigations conducted by Customs indicated that there were sufficient grounds for initiating the inquiries.

Treasury Department—Countervailing Duty Proceedings (tomato products): On Aug. 25 the Treasury Department announced that it had issued a countervailing duty proceeding notice covering tomato products from Greece. The tomato products affected include peeled tomatoes, tomato paste and tomato juice. During the 30 days following notice in the *Federal Register* (Aug. 26), the Bureau will consider any relevant data, views or arguments submitted in writing to the Commissioner of Customs. If it is determined that a bounty or grant is being paid or bestowed within the meaning of the U.S. countervailing duty law, a special duty equal to the amount of the bounty or grant will be assessed on U.S. imports of the Greek tomato products.

Oil Policy Committee—Oil Quota System: At a White House press conference Aug. 17, General George A. Lincoln, Director of the Office of Emergency Preparedness and chairman of the Oil Policy Committee, announced that President Nixon had accepted the unanimous judgment of the Oil Policy Committee that the Administration discontinue consideration of moving to a tariff system of oil control, but rather continue the oil quota system. The recommendation of the Oil Policy Committee, established Feb. 20 when the President made public the

Procedures on book imports clarified

Procedures affecting imports of foreign-manufactured English-language books have been clarified in a new circular just issued by the Bureau of Customs.

Entry restrictions, examination procedures, permissible dispositions, and reporting of imports of such books and periodicals bearing notice of copyright are explained in the 7-page directive, prepared with the assistance of the U.S. Copyright Office. Countries currently adhering to the Universal Copyright Convention are listed.

For a copy of the circular, COP-1-RM of July 23, 1970, write: Commissioner of Customs, Bureau of Customs, Washington, D.C. 20226.

interagency task force report reviewing the Oil Import Control Program, reverses the majority finding of the task force which favored a tariff system (see this column, March 16).

At the press conference, General Lincoln explained that the present decision was necessitated by increased demand for petroleum products, especially as the result of the increasingly apparent effect of environmental programs; by decreased domestic supplies; by more conservative estimates on the availability of Alaskan oil; by the current disruption in Middle Eastern oil supplies; and by the increase in oil and tanker costs.

Also relating to the Oil Import Program, the Director of the Office of Emergency Preparedness announced on Aug. 11 that, with the advice of the Oil Policy Committee, he had proposed changes in regulations to permit the sale of oil-import allocations and licenses. At present, companies authorized to import crude and unfinished oils cannot sell their allocations although they are allowed to trade oil. Interested parties may comment in writing on the proposed change within 30 days from its publication in the *Federal Register* (Aug. 28) to the Administrator, Oil Import Administration, Department of the Interior, Washington, D.C. 20240.

Finally, with regard to the Oil Import Program, the Office of Emergency Preparedness announced that its staff has prepared a questionnaire concerning the feedstock trade (the crude oil refined for use as chemicals and for use in chemical processes rather than for oil.) The purpose of the questionnaire is to provide a good factual foundation for analyzing the relationship between the Oil Import Program and imports of petrochemical feedstocks. The questionnaires were submitted to producer members of the Chemco and Petrochem Groups, but all other interested parties were invited to respond.

Office of Emergency Preparedness—National Security Investigations: According to a decision announced Aug. 14 by the Office of Emergency Preparedness (OEP), importation of manganese, chromium and silicon ferro-alloys and refined metals does not threaten national security. The determination, made under authority of Section 232 of the Trade Expansion Act of 1962, was initiated May 24, 1968, when the Committee of Producers of Ferroalloys and Related Products applied for an investigation on behalf of six domestic producers. The Committee represents: Chromium Mining and Smelting Corp., Foote Mineral Co., Interlake Steel Corp. (Globe Metallurgical Division), Ohio Ferro-Alloys Corp., Air Reduction Company (Airco Alloy Division), and Union Carbide Corp. (Mining and Metals Division).

This determination was the second national security investigation of ferroalloy imports. The first application for an investigation, filed May 20, 1963, by the Manufacturing Chemists Assn. on behalf of the reactive metals and alloys producers segment of the chemical industry, resulted in a July 17, 1964, determination that ferroalloys and metals imports were not threatening to impair the national security.

Special Trade Representative—EEC Tariff Preferences to Certain Mediterranean Countries: The STR Trade Information Committee held public hearings (Aug. 26-27) on the question of special tariff preferences granted by the European Economic Community to Tunisia, Morocco, Spain, and Israel. Most of the testimony was by the California-Arizona Citrus League, which contended that U.S. citrus exports to the EC countries would be greatly damaged by the preferences. Senator Fannin of Arizona appeared briefly to make a strong statement asking for U.S. retaliation if the EC does not rectify the situation. Senators Goldwater of Arizona and Murphy of California sent letters to the TIC along the same lines.

Special Trade Representative—Flatware: In early August, the Office of the Special Representative for Trade Negotiations notified the GATT Secretariat that the United States is invoking its right to withdraw or modify the U.S. rates of duty applicable to certain stainless steel flatware. Such flatware was subject to temporary higher rates until Oct. 1967. Under provisions of the General Agreement on Tariffs and Trade, the United States on Sept. 30, 1969, had reserved the right to withdraw or modify these tariff concessions (see this column, Feb. 16).

Department of Transportation—Labeling of Hazardous Materials: The Department of Transportation has proposed rules which would convert existing labeling requirements for hazardous materials to the United Nations system, revise the commodity list of hazardous materials and revise some classification categories. The proposals, which appeared in the July 22 issue of the *Federal Register*, are open to comment by interested persons until Oct. 15. Comments should be submitted to the Secretary, Hazardous Materials Regulations Board, Department of Transportation, 400 Sixth St., SW., Washington, D.C. 20590.

Department of Interior—Endangered Species Port: Public hearings were held on August 31 in connection with the question of designating Seattle, Wash. as a port of entry for fish, wildlife and products thereof under the endangered species regulations pursuant to legislation enacted earlier this year, the Wildlife Preservation Act (P.L. 91-135). The purpose of that act is to make illegal the importation of certain wildlife faced with extinction, to help the States conserve endangered species of animal life, and to provide additional authority and funds to acquire land for protection of such endangered species.

Federal Trade Commission—Revised Watch Guidelines: On Aug. 18, the Federal Trade Commission announced that it has revised one of its guidelines for the watch industry to provide more specific and detailed guidance respecting disclosure of the foreign origin of watch movements and parts. In addition, the Commission, for the first time, applies the guide to movements assembled in the Virgin Islands and other U.S. possessions.

The guidelines were published in the *Federal Register* of Aug. 18.

INTERNATIONAL AGENCIES

EEC Reductions—Retaliatory Rates: According to information in the *Official Gazette* of the European Economic Community (No. 132, June 30), the EEC Council, has reduced, effective July 1, some high retaliatory rates of duty applicable to American exports. This action follows the termination of temporary high duties maintained by the United States on certain carpets of oriental design (see this column, Jan. 12 and Dec. 15). The reductions affect the following U.S. exports to EEC countries: 1) polyethylene in liquid, pasty and bulk form (t.h. 39.02-c-1-A), reduced from 40 to 30% and 2) woven fabrics of continuous artificial fibers (t.h. 51.04-B), reduced from 40 to 30%. No action was taken on fabrics of synthetic fibers where the rate for imports from the U.S. is 35% as compared with 14.6% for imports from other countries. The original retaliatory rates were imposed in 1962 when the United States raised the rates on some carpet and glass products as a result of escape-clause actions.

International Coffee Organization — Agreement on Quotas: On Aug. 31, the International Coffee Organization reached agreement on the global export quotas for the new coffee year beginning Oct. 1. Quotas were set at a level of 54 million bags. A reserve of four million additional bags could be released if prices stay at the present level, and the quota could be cut back by three million bags if prices fall. The quota for 12 months starting October 1 represents a substantial increase over last year's amount. Sixty-two countries, producers and consumers, are members.

XUM

STUDY OF RECENT TRENDS

Free world-East European trade increases sharply

West European countries set pace; machinery, crude materials, food lead exchange

Free-world exports to Eastern Europe rose to an estimated $8.3 billion in 1969, reflecting a rate of growth since 1959 appreciably faster than that among the countries of the free world. Imports from the East European nations by the free world grew almost as rapidly. The exchange of goods in large part represented mutually beneficial commercial trade, though some of it undoubtedly had political overtones.

Despite marked growth in domestic production, the East European countries continue to rely on free-world supplies of many types to supplement their own resources. The countries of the free world, on the other hand, find these nations a good source for a wide variety of commodities needed in their own industrial production, and, especially in developing areas, for manufactures as well.

Exports of many of the free-world industrial countries to Eastern Europe are still subject to controls. Although restrictions were relaxed or removed on a considerable number of commodities between 1959 and 1969, it is not possible to assess the impact of these actions on the growth of free-world sales. Efforts of these countries, especially in Western Europe, to expand trade with Eastern Europe and the readiness among some of the smaller communist countries as well as the Soviet Union to increase trade with the free world undoubtedly had a greater effect on the exchange of goods between the two areas.

Although the Soviet Union, with a population nearly 2½ times that of the rest of Eastern Europe combined, tended to be the major destination and source of trade with the free world, other nations emerged as increasingly important in their own right. By 1968, free world-Polish trade had passed the $1 billion mark for both exports and imports. While Poland was the only East European country other than the USSR whose trade reached that level, East Germany and Czechoslovakia were not far behind.

The accompanying article was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

Developed countries lead

Last year, the free world supplied almost one-third of all goods imported by East European countries, although this flow of goods represented only a small fraction of the free-world total. The developed countries accounted for the major portion of this trade.

The nations of Western Europe, by virtue of their proximity, were particularly active in trading with these countries, continuing to dominate deliveries to the region throughout the period. The Federal Republic of Germany remained in each of these years the principal supplier, though Italian and French shipments advanced much faster than German deliveries. The sale of goods to East Germany, which the Federal Republic does not consider "foreign" trade, represented about a third of West German commerce with Eastern Europe.

Japan, although ranking only ninth as supplier, led the free-world countries by a wide margin in the rate of export growth. The bulk of this gain occurred in the first five years of the period, however, and from then through 1968 Japanese deliveries to Eastern Europe rose only nominally. In 1969, they again advanced sharply.

The United States, with sales of $250 million in 1969, was not among the largest exporters to Eastern Europe. Over the decade, a sizable part of our shipments consisted of agricultural products, with corn and animal feeds ranking high. Shipments peaked in 1964 when large quantities of U.S. wheat were sent to the Soviet Union to ameliorate the effects of a crop disaster. After returning to more normal levels in the following year, our agricultural exports have trended erratically downward to under $90 million in 1969.

Among developing countries, India, the United Arab Republic (Egypt), and Brazil were clearly in the forefront as exporters to the region.

Because commodity data relating to free-world trade with Eastern Europe prior to 1964 have not been collated and statistics for 1969 are as yet incomplete, the discussion that follows focuses on the 1964-68 period.

Machinery tops sales

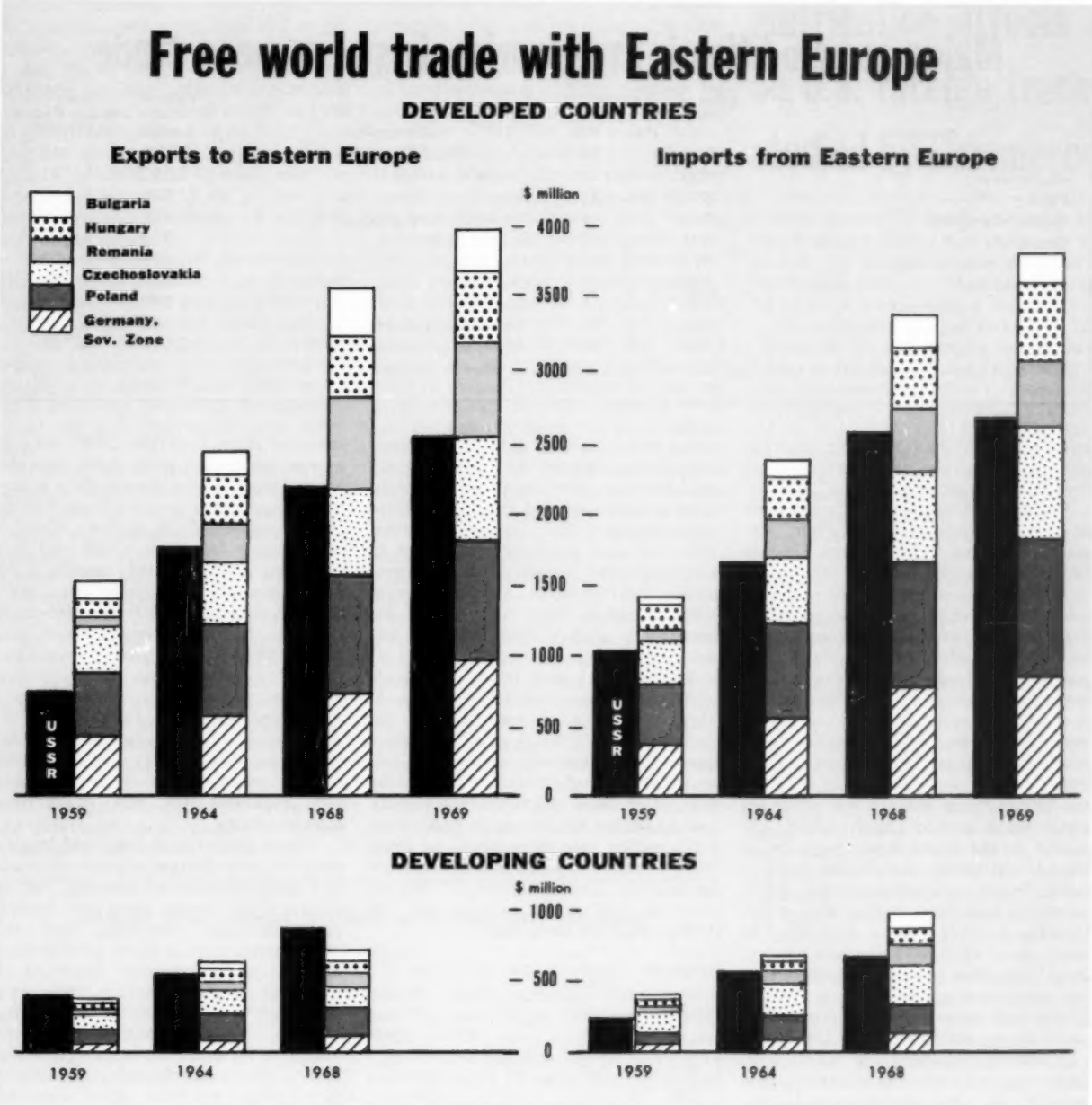
Machinery constituted one of the most dynamic components in free-world exports to East European countries, more than doubling from 1964 to 1968. The sharp rise in sales to $1.7 billion reflected the upswing in fixed capital investment in Eastern Europe during the second half of the 1960's. The bulk of the advance in exports occurred in 1966 and 1967. In the latter year, machinery displaced food as the most important export to the region.

The heaviest demand was for textile machinery, heating and cooling apparatus, and machine tools. In 1967, and again in 1968, these commodities represented over a quarter of all machinery sold to the area. The sharp increase in deliveries of textile equipment reflected to a great extent the modernization of textile mills in the Soviet Union. The Federal Republic of Germany and the United Kingdom, two of the world's leading producers of such equipment, were the major suppliers. The rapidly growing sales of heating and cooling equipment moved principally to the USSR and Romania. Free-world machine tools were in demand in all countries to supplement domestic products for expanding output and improving productivity.

Next to machinery, foods are the principal export to Eastern Europe. Throughout this period, demand was strong for both food and feed grains, fruits and vegetables, coffee, and cocoa beans.

Grains represented the major food export to Eastern Europe throughout the period. Total sales in 1968 exceeded $300 million despite a substantial decline in wheat shipments since 1964, when the

Free world trade with Eastern Europe



free world supplied record levels of wheat in the wake of a Russian crop failure. The principal sources of wheat in recent years have been Canada and France. Deliveries of other cereals expanded in this period. These were principally corn from the United States and rice from the UAR.

Shipments of fruits and vegetables to the communist nations rose by nearly 60%; a substantial part consisted of oranges and other citrus fruit from the Mediterranean area. Other major food exports included coffee, cocoa, and tea shipped from the developing countries. Sales of these commodities remained relatively constant over the period. Exports of tobacco, valued between $70 million and $90 million in most years, originated mainly in Yugoslavia, Turkey, and Greece.

Textile fibers, crude rubber, hides and skins, and pulp were the principal raw materials in free-world exports to Eastern Europe. Cotton was the leading fiber export, with sales ranging from $260 million to more than $300 million a year. Developing countries, especially the UAR, supplied most of this fiber. Although the Soviet Union is an important cotton producer and meets some of the requirements of other East European countries, it also sells considerable quantities to free-world markets for hard currency while buying in turn from developing country sources. Wool exports averaged around $140 million annually, and manmade fibers, about $70 million. A major portion of the wool

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Major commodities in free world—East European trade

Commodity	Value in 1968 $ million	Percent change from 1964 to 1968	Commodity	Value in 1968 $ million	Percent change from 1964 to 1968
Total exports	**7,250**	**+ 34**	**Total imports**	**7,613**	**+ 44**
Machinery	1,730	+ 114	Crude materials	1,250	+ 41
Food	974	— [1]34	Food	1,114	+ 45
Crude materials	1,057	+ 4	Petroleum and products	877	+ 47
Chemicals	796	+ 87	Base metals	715	+ 41
Textiles and clothing	574	+ 130	Machinery	669	+ 28
Iron and steel	479	+ 45	Chemicals	419	+ 64
Transport equipment	301	— 5	Coal	370	— 4
Paper and paperboard	134	+ 97	Transport equipment	188	+ 42
All other products	1,205	+ 71	All other products	2,011	+ 66

[1] Wheat sales were unusually high in the base year 1964 because of a crop failure in the USSR

came from the Australian clip and significant shares of the manmade fibers from the United Kingdom and Italy.

Shipments of crude rubber, mostly from Malaysia, Singapore, and Ceylon, expanded modestly in value from 1964 to 1968, although, because of a severe drop in world prices, the quantities sold rose much more strongly. Sales had peaked in 1966 at nearly $200 million, but dropped to $145 million in 1968. Exports of free-world pulp, valued at $70 million in 1968, were almost evenly divided between the Soviet Union on the one hand and the remaining East European countries on the other. Finland and Sweden provided a major segment of these products, although the United States also shipped significant quantities of woodpulp to the USSR.

One of the fastest-growing groups of exports was textiles and clothing. Sales of these largely consumer-oriented goods more than doubled during the period, climbing to $575 million in 1968. The lion's share of these shipments went to the USSR, with India, Egypt, and Japan the principal suppliers for most types of fabrics and yarns and Japan, Yugoslavia, and Italy the main sources for clothing.

Footwear exports grew at an even faster rate, but total sales were only about one-fifth the value of textiles and clothing. Yugoslavia supplied more than a third of the free-world footwear sold in Eastern Europe. Other consumer-oriented items shipped to these countries in significant quantities were printed matter, glassware, and pottery.

The escalating requirements for steel in Eastern Europe, especially the Soviet Union, consistently outpaced the finishing capacity of the region's iron and steel industry. As a result, free-world deliveries rose every year from 1964 onward to reach almost $480 million. These shipments featured finished steels, such as plates and cold rolled sheets of the type used in the manufacture of automobiles and consumer durables. The large-scale construction of oil and gas lines substantially increased East European requirements for pipes and tubing from 1964 to 1968; the main growth in demand generated by the Soviet agreements with West Germany, Italy, and Austria for construction of pipe lines, however, was yet to come.

Rising in each year, free-world exports of chemicals reached $800 million in 1968, virtually all shipped from the industrialized nations. Organic and inorganic types, along with such plastic materials as polyvinyl chloride, comprised the bulk of chemical deliveries in that year, and accounted for the major part of the $370 million gain since 1964. In 1968, West Germany supplied the largest single segment of Soviet imports of organic chemicals and plastic materials and the United States of inorganics.

Imports nearly triple in value

Free-world imports from Eastern Europe grew only slightly less fast than exports to the area from 1959 to 1969. They rose to an estimated total of $8.3 billion last year from $3 billion 11 years earlier. Purchases by developed countries totaled $6.5 billion in 1969; their rate of growth was somewhat stronger than for imports into developing nations.

Because bilateralism has characterized this trade, the chief suppliers to Eastern Europe have also been its principal customers. The Federal Republic of Germany, the United Kingdom, Italy, and Yugoslavia dominated imports into Western Europe. Japanese purchases from the communist countries in Europe expanded more than tenfold, though from a low base.

U.S. purchases from East European countries other than the USSR rose in nine of the past 11 years; those from the Soviet Union moved upward more erratically. In 1969, our imports from Eastern Europe reached $196 million. About a fourth came from the USSR and half were from Poland, the only country in the region whose imports enter the United States at the same tariff rate as free-world countries. By far the largest-valued purchase was meat and meat preparations, primarily canned ham from Poland. Platinum group metals, diamonds, and other precious stones from the USSR, and iron and steel, also mostly from Poland, represented other ranking imports. Among consumer items, footwear topped U.S. purchases, the bulk of it from Czechoslovakia.

Almost half of total free-world imports from Eastern Europe consists of crude and semimanufactured materials for industry. Chief among these are lumber, petroleum, coal, chemicals, steel, and other metals. Certain foods, notably meat, and live animals, together valued at almost half a billion dollars in 1968, were also major imports from these countries.

Eastern Europe, mainly the Soviet Union, is an important source of lumber for the free world. Nevertheless, imports in 1968, valued at $570 million, were only 6% above their value in 1964. Japan boosted its purchases at a rapid rate over this period, and by 1968 had displaced the United Kingdom as the principal free-world user of East European timber. Cotton imports, also almost entirely from the Soviet Union, increased sharply, with Japan the principal customer in 1968. Although relatively small in value, chrome ore imports showed a particularly marked rise from 1966 onward after the United Nations invoked trade sanctions against Rhodesia. The latter was formerly an important world supplier. As the world's

foremost producer of alloy steel, the United States has since been one of the USSR's prime markets for this material.

Imports of crude oil and petroleum products, consistently a major import from Eastern Europe, advanced sharply in 1966 and 1967 when closure of the Suez Canal reduced access to oil from the Middle East. The USSR and Romania were the prime suppliers, and Italy, partner in a barter arrangement with the Soviet Union, the leading importer.

Strong advances were also recorded in these years for a diverse range of metals, both ferrous and nonferrous. Free-world imports, which included sizable amounts of iron and steel, platinum, aluminum, nickel, copper, and zinc, originated primarily in the Soviet Union. These metals were purchased principally by importers in nations with large metallurgical industries.

In 1968, the United States bought one-fourth of total platinum-group metal imports from the USSR, while Japan took most of the remainder. Featured in the increase in ferrous imports from Eastern Europe were pig iron, ingots, and other primary forms, rather than the more fabricated products. Incoming shipments of ingots and other primary shapes nearly doubled, while pig iron reached $125 million in 1968, one-fifth higher than in 1964. In recent years, Japan has emerged as the principal consumer of East European pig iron. Although the Soviet Union in 1968 continued to be a net exporter of steel with sizable commitments to other East European countries, its trade with the free world was roughly in balance when measured in value terms.

Chemical imports from East European countries have been concentrated in various organics and inorganics and in manufactured fertilizer. The Federal Republic of Germany was the biggest customer for both of the former; India was the major purchaser of fertilizer.

The developed countries, predominantly those of Western Europe, accounted for nearly nine-tenths of the free world's purchases of food and tobacco from Eastern Europe. Reflecting rising incomes, especially in North America and Europe, imports of meat were notably expansive. West Germany and the United Kingdom have traditionally been the leading importers. Since 1960 when the United States extended most-favored-nation treatment to Poland, this country has become a major market for Polish hams. In 1969, our purchases of hams and other canned pork amounted to $45 million. Both the developed and the developing countries sharply reduced their purchases of sugar from Eastern Europe from 1964 to 1968, but it continued to be a major import into the developing areas.

Free-world imports of machinery from Eastern Europe—mainly the USSR, Czechoslovakia, and Poland—reached $670 million in 1968. India, a prime recipient of Soviet economic aid, customarily takes the largest share of East European machinery destined for developing countries. Among developed nations, Yugoslavia and the Federal Republic of Germany, the latter with large purchases from the adjacent Soviet Zone, were the leading customers. Both industrialized and developing nations concentrated their imports on machine tools.

Major free world traders with Eastern Europe

Millions of dollars

Country	Exports			Imports		
	1959	1964	1969	1959	1964	1969
Free world, total	**2,990**	**5,402**	[1]**8,300**	**3,038**	**5,270**	[1]**8,300**
Germany, Fed. Rep.	571	839	1,681	535	744	1,328
Italy	120	276	667	155	370	706
France	158	235	558	160	259	452
United Kingdom	203	291	554	326	541	797
Yugoslavia	147	308	451	170	378	507
India	92	270	351	66	281	418
UAR (Egypt)	194	216	[2]354	160	149	[2]178
Finland	180	220	347	203	314	328
Japan	29	218	342	44	256	575
Austria	129	215	327	129	198	273
Sweden	99	168	271	105	160	276
United States	89	340	249	81	98	195
All other countries	979	1,806	2,148	904	1,522	2,267

[1] Preliminary estimate.
[2] Estimated on the basis of eleven-months data.

Metrication effects on U.S. foreign trade studied by Commerce

Brisk interest is being expressed by U.S. firms in a survey now under way to evaluate the potential impact on American foreign trade of U.S. conversion to the metric system.

The survey—the first of its kind by the Commerce Department—is being conducted by the Business and Defense Services Administration (BDSA) in cooperation with the National Bureau of Standards as a part of the U.S. Metric Study authorized by Congress to assist in establishing the direction the nation will take concerning its measurement system.

The survey team has sent a questionnaire to about 600 exporters and importers who trade in some 150 product sectors identified by BDSA as those that most likely would be affected by conversion to the metric system. These fall within the broad commodity groupings of nonelectrical machinery, electrical equipment, transportation equipment, and instruments. Exports in these product areas amount to about $10 billion and imports to about $5 billion annually.

Three types of data are sought in the BDSA survey: general information on foreign trade; chief factors currently affecting the exporter's or importer's foreign trade, with each of nine major trading countries; and estimates of the percentage change in his trade assuming (a) that the United States maintained its current measurement system or (b) that it converted to the metric system.

U.S. firms wishing to participate in the foreign trade survey are invited to communicate immediately with the International Trade Team, U.S. Metric Study, BDSA-189, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4356.

Conference highlights

At a National Metric Study Conference in Deerfield, Mass., last month, the Electronic Industries Association reported that, based on its own survey, a majority of its membership would probably favor a metric conversion plan. Also at the Deerfield conference, American National Standards Institute President Francis LaQue described the institute's policy on use of metric units of measure in international standards.

XUM

Trade and investment mission reports on visit to Morocco

Group sponsored by American-Arab Ass'n urges U.S. firms to examine prospects in tourism, agriculture, mining

Prospects for expanded U.S. exports to Morocco appear good, especially in view of the increased pace of development in agriculture, tourism, and mining, according to a trade mission that visited Morocco earlier this summer.

Morocco's year-old association with the European Economic Community is likely to result in increased competition, however, and U.S. exporters are urged by the U.S. Consulate General in Casablanca "to make concerted marketing efforts, backed up by adequate after-sales service," the trade and investment group reports.

At the invitation of the Moroccan Ministry of Commerce, Industry, Mining and Merchant Marine, a mission sponsored by the American-Arab Association for Commerce and Industry, New York, visited Government officials and businessmen in Rabat and Casablanca. The 9-member mission had industry-organized Government-approved status from the U.S. Department of Commerce.

Finds investment interest

The group found interest on the part of business and Government in attracting U.S. private investment in a variety of fields, particularly tourism development and agribusiness. For a country about the size of California with a gross national product of more than $2.9 billion and a population of some 15 million, Morocco has "tremendous potential for development," they conclude. A five-year plan (1968-72) is being implemented by the Government.

The country has a good infrastructure of roads, railroads, ports, telecommunications, and power. In investment, it offers provisions for tax relief and profit repatriation. It has concluded an investment guarantee agreement with the United States and is signatory to the Convention on the Settlement of Investment Disputes.

In Rabat and Casablanca, the mission met with government officials and Moroccan business leaders.

Based on its discussions and observations, the mission recommends that interested U.S. firms examine closely opportunities for investment in tourism development, agriculture, and mining. Prospects for other industries appear limited at present; but feasibility studies by the Government and an industrial development survey by the World Bank are under way.

For each of the sectors just mentioned, highlights of the mission report follow:

► Tourism is the most rapidly developing sector of the Moroccan economy, with an estimated annual growth of about 15%. About 700,000 tourists were received in 1969, and more than a million are expected in 1971. Local businessmen are particularly eager to enter into joint ventures with foreign partners, and the Government is encouraging investment.

► Under the five-year plan, agriculture has priority over all other sectors and is regarded as the principal determinant of economic growth. Agricultural development points to possibilities for U.S. business in consulting engineering, construction and earthmoving equipment, chemicals and pesticides. As land is developed, the need for the technology of U.S. agribusiness firms will increase.

► Mining in Morocco is controlled by two State organizations: Office Cherifien des Phosphates (OCP) and Bureau de Recherches et de Participations Minieres (BRPM).

OCP has exclusive jurisdiction in phosphates; BRPM, in all minerals except phosphates. Morocco has 60% of the known reserves of phosphates, and officials estimate that world demand will triple over the next 15 years. BRPM officials expressed to the mission considerable interest in U.S. investment for the exploration for oil and the development of lead, copper. iron, and zinc deposits.

Administrative handicaps and socio-economic problems have to some extent impeded growth in agriculture and mining, the participants report, but "given the willingness to compromise for mutual benefit, ways could be found to overcome existing obstacles." Some 65 U.S. firms are now represented in Morocco.

Director of the mission was Charles C. Bonin, president, Chemical Construction Corp., New York. Jamal Sa'd, executive director of the sponsoring organization, served as coordinator.

Five-industry mission to visit Germany, Switzerland, Italy

Commerce Dept., U.S. Chamber, TWA organize business tour

A five-industry trade mission from the United States will be doing business later this month in Germany, Switzerland, and Italy.

The U.S. Chamber of Commerce, the U.S. Department of Commerce, and Trans World Airlines have cooperated in organizing and sponsoring the five-pronged mission, whose members will be traveling in 30 free seats provided by the airline under regulations covering inaugural flights. The inaugural portion of the TWA MarketAir trip will be Rome to New York.

The five groups will be representing product lines in advanced medical equipment, food processing equipment, packaging equipment, microfilm and reprographic equipment, and electronic data processing.

The businessmen will visit Frankfurt, Zurich, Milan, and Rome, Sept. 19-Oct. 2. Briefings at foreign service posts, receptions, press conferences, and individual business appointments are being arranged in advance for each of the mission members.

Leader from U.S. chamber

Jenkin Lloyd Jones, chairman of the board of the U.S. Chamber, will lead the five-industry mission, and several staff members will accompany the group: Richard Miller, TWA Market Air trade development; Donald Musch, international group, U.S. Chamber of Commerce; David Petterson, Export-Import Bank; and John Smith, Jr., Trade Missions Division, U.S. Department of Commerce.

The MarketAir mission will be the third for which TWA has provided a block of seats for businessmen on an inaugural flight. The first, which was comprised of seven groups that visited the Far East last fall, reported immediate sales of more than $180,000 and projected 12-month business at some $4 million. The second —three groups operating in London, Paris, and Berlin—totaled $400,000 in direct orders, and estimated that sales over the next 12 months might reach $10 million.

Makers of electronics production materials will exhibit January in Paris Trade Center

French electronics industry ranks third in Europe but growth rate surpasses leaders; 1971 computer sales may reach $508 million

French government and industry efforts to stimulate a rapidly growing electronics industry are increasing export opportunities for U.S. makers of materials used in electronics production.

The U.S. Department of Commerce will help American industry boost its share of this increasing market by sponsoring an exhibition of materials for the electronics industry at the U.S. Trade Center in Paris, Jan. 18-22.

The French electronics industry is now the third largest in Europe, with a growth rate surpassing West Germany and the United Kingdom, which are the two industry leaders in Europe.

During the period 1961 through 1968, French sales of electronics equipment and components increased 100% compared with 60% for the United Kingdom and 30% for West Germany. The 1969 sales figures indicate the French electronics industry recorded a 12.6% gain over 1968.

Market studies conducted for the Commerce Department's Bureau of International Commerce disclose that 23% of total French electronics production is being exported and efforts are being made to further increase export sales.

The studies also indicated that special attention is given to the components segment of the electronics industry in the French Government's Sixth Economic Development Plan. The government considers an independent French electronics industry essential.

Particular concern is being given to production of integrated circuits, components and parts for making electronic data processing equipment. Sales of electronic computers in France were $342 million in 1968 and are expected to reach $508 million by the end of next year.

Several categories of materials appear to have good and long-term sales potential in the French market: adhesives, cements, ceramics, coatings, encapsulation materials, epoxy resins, etching compounds, fluxes, impregnants, insulating materials and laminates, marking inks, metals and alloys, mica, plastics, paints, potting compounds, printed circuit laminates, silicones, solder, solvents and varnishes.

Key buyers and potential agents and distributors will be attracted to the Paris Trade Center show by an extensive market development program which will include direct mailing and personal calls on potential buyers and representatives.

U.S. firms exhibiting at previous overseas Commerce exhibitions in the electronics field have recorded successes in both immediate and long-term sales. Sophisticated materials for the electronics industries produced by 49 American companies were exhibited at the Frankfurt Trade Center this March. The U.S. firms recorded floor sales of almost $168,000 and forecast first year orders in excess of $3 million.

The 45 American firms participating in the U.S. exhibition in the Japan Electronics show in Osaka in October 1969 reported immediate sales of $1.6 million and estimated first year sales of more than $10 million. Forty-seven U.S. firms exhibiting in ELECTRONICA, a Trade Fair in Munich in November 1968, reported first-year sales of $4.8 million.

U.S. companies interested in the Commerce Department's exhibition of materials for the electronics industry at the U.S. Trade Center in Paris Jan. 18-22, may obtain additional information from the U.S. Department of Commerce, BIC-946, Washington, D.C. 20230 (202-967-3352) or any Commerce Field Office.

U.S. promotions list

A listing of sales opportunities for U.S. firms in 14 U.S. commercial exhibitions, trade fairs, solo displays and trade missions and 26 shows at the eight U.S. Trade Centers is presented in this issue starting on page 34.

Annual Rand Easter Show scheduled for spring '71; December entry date set

The first Rand Easter Show was mounted in 1895; the 60th edition is scheduled Mar. 30-Apr. 12, 1971 at Milner Park, Johannesburg, South Africa.

Exhibitors from more than 17 nations, including 12 firms from the U.S., were among the 1,390 participants in the spring 1970 Rand Easter Show. National pavilions were sponsored by 15 countries. Total sales resulting from the show are estimated reaching $56 million. The event drew 660,136 visitors.

Major product lines showing promise for U.S. exporters to South Africa based on the exhibition's results include all types of consumer goods and agricultural machinery and equipment. The U.S. firms at the show displayed automotive oils and greases, agricultural machinery and equipment, industrial equipment, cleaners, polishers, household appliances, massage equipment and books.

The deadline for registering for the 1971 Rand Easter Show is Dec. 1. For further details contact the show's organizer: Witwatersrand Agricultural Society, P.O. Box 31777, Braamfontein, Transvaal, South Africa.

Berlin will host March boat, leisure time exhibition

The Municipal Fair Grounds in Berlin will host the 1971 edition of the International Boat and Leisure Time Show. Foreign firms are invited to exhibit in the Mar. 13-21 event.

Held annually, the last show was mounted Mar. 14-22 and featured 215 participants from 15 nations. Twelve American exhibitors of boats, motors and sporting equipment were also present. The show, mainly consumer oriented, attracted 128,000 visitors.

A total of 280 motor boats and 97 sailing craft were exhibited, as well as small boats from dinghies to inflatable craft. Other products shown included motors and accessories, camping equipment, sporting goods and sportswear, outdoor furniture and caravans.

For information contact the German fair organizer: Berliner Ausstellungen, Eigenbetrieb von Berlin, 22 Messedamm, 1 Berlin 19, or the American representative, the German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

XUM

German Trade Center to show equipment for chromatography, spectroscopy

January exhibition boosted by public, private expenditures for research, development; German demands estimated growing by 17% annually

Rapidly growing public and private expendititures for research and development have doubled demands for chromatographic and spectroscopic instrumentation in the Federal Republic of Germany in the past two years.

American manufacturers of this equipment will be assisted in entering or increasing their share of an expanding market through an exhibition staged at the U.S. Trade Center in Frankfurt, Jan. 18-22, by the Commerce Department's Bureau of International Commerce.

Market research conducted for the Bureau shows an annual growth rate of 17% in German demands for this type of equipment. The volume of chromatographic and spectroscopic instrumentation in Germany this year is expected to be in excess of $35 million, twice the 1968 volume.

Studies reveal that government expenditures for science from 1966-1968 increased 18%. Both science and education have priority in the government's proposed 1971 budget, with budget requests for these items up 43% to $1.08 billion.

Research and development expenditures among the major industrial users of chromatographic and spectroscopic equipment rose sharply during the 1964-1968 period. Increases include a 16% rise in the chemical industry, a 43% boost in the iron and steel industry, and more than 700% in the non ferrous metals industries, or $98.3 million.

The Commerce market study indicates that among the chromatographic and spectroscopic equipment in demand in Germany are:

► Chromatography—gas and liquid chromatographs, detectors for gas and liquid chromatographs, spectophotometric and fluorescent column monitors, constant flow and peristaltic pumps, gradient pumps and mixers, photoelectric scanners, radioisotope scanners, calibration gases, stationary phases and chemicals, electronic digital integrators, mechanical integrators, gas mixing pumps, gas sampling valves, gas and liquid fraction collectors, microvolume switching valves, pyrolysis systems, programmed attenuators.

► Spectroscopy — electron paramagnetic resonance, electron spin resonance and nuclear magnetic resonance spectrometers, X-ray fluorescene spectrometers, static, single, dynamic or double focusing mass spectrometers, atomic absorption, Raman, and microspectrophotometers, densitometers, cuvetts, digital absorbance meters, sample preparation accessories.

Commerce market development experts will conduct a comprehensive promotional program in advance of the Frankfurt exhibition to attract buyers, distributors and agents to the January trade event.

This will be the second exhibition of chromatographic and spectroscopic instruments and equipment in the Frankfurt Center. The first was held in January 1969 and the 37 exhibitors recorded more than $1.2 million in the first-year sales as a result of their participation.

The latest Commerce exhibition for this equipment was held at the Milan Trade Center in May of this year. The 32 exhibitors reported immediate sales of $320,000, estimated first-year sales will be in excess of $3 million.

U.S. manufacturers interested in participating in the January 1971 show in the Frankfurt Trade Center may obtain further information from Donald Schmadel of the U.S. Department of Commerce, BIC-938, Washington, D.C. 20230 (202-967-4601), or any of the Commerce Department's 42 Field Offices.

Four Spanish fairs set for next spring; open to U.S. firms

Two general fairs and displays by farm, auto industries planned

Application deadlines have been announced on four Spanish exhibitions which will be mounted next spring. The shows, all seeking international participants, open between Mar. 27 and May 4.

American firms may mount displays through their European agents in the Technical and International Farm Machinery Fair in Zaragoza, Mar. 27-Apr. 12. Firms interested in this annual event, first staged in 1967, should apply before February.

Limited to farm machinery, the April 1970 fair drew 623 exhibitors from 18 nations, including 16 U.S. firms. An estimated 35% of the 3,612 visitors were qualified machinery purchasers.

Write: Feria Oficial y Nacional de Muestras, Palacio Ferial, Zaragoza.

The 10th Iberoamerican Samples Fair will open in Seville Apr. 15. Exhibitors from the Western Hemisphere and the Philippines may exhibit in this annual event. Closing date is Dec. 31 for the annual show.

Last April 27 U.S. firms were among 2,500 participants from 15 nations. Major products shown were industrial machinery, household appliances, telecommunications equipment, furniture and vehicles.

Write: Comite Ejecutivo de la Feria de Muestras Iberoamericana, Jardines de San Telmo, Seville.

In Barcelona from Apr. 24-May 4, an International Automobile Salon will be held. The entry deadline is Dec. 31.

The annual fair was first held in 1966 and features a symposium on the auto industry and the Annual Assembly of Motorcycle Manufacturers. All types of vehicles, accessories and equipment may be shown directly or through European agents.

Write: Salon Internacional del Automovil, Palacio No. 1—Plaza de Espana, Barcelona 4.

Applications for the International Samples Fair in Valencia, May 4-16, should be submitted by Jan. 1. The first edition of this general fair was mounted in 1917.

Twenty-nine nations were represented by 1,439 participants, including 31 American companies last spring. Product categories included container transport and other transportation equipment and systems, equipment and machinery for the bakery industry, teaching aids, air conditioning and refrigeration systems, and appliances. The fair attracted 550,000.

Write: Feria Muestrario Internacional, Apartado 476, Valencia.

Bella Center in Copenhagen will host four day SET '71

An international fair for institutional fittings and equipment, SET '71, will open for four days Jan. 12, 1971 at the Bella Center in Copenhagen.

Furniture, carpet, decorating fabrics, lighting and large-capacity kitchens will be shown to architects, consultants, engineers and institutional buyers.

More information on this annual trade only exhibition is available from: Secretariat for SET '71, Bella Center, Hvidkildevej 64, DK-2400 Copenhagen NV.

Entry deadlines set for three Yugoslav exhibitions in 1971

Three exhibitions in Zagreb, Yugoslavia, organized by the Zagreb Fair, are open to American firms. All scheduled for 1971, the events are: the Zagreb International Spring Fair; INTERKLIMA, the International Exhibition of Heating, Cooling and Air Conditioning Equipment; and BIAM, an International Biennial Machine Tool Fair.

The Spring Fair, Apr. 19-25, will include several concurrent seminars and conferences. At the April 1970 show, 10 U.S. firms were among the 1,638 participants from 27 countries. Including long-term contracts, sales from the show are estimated reaching $64 million.

Products appearing to have good sales potential for American firms are all types of consumer goods, tourist and catering supplies, and measuring, control and automation equipment. Other goods displayed were plastics and other packaging materials, civil defense equipment, and mining and construction equipment. Approximately 13% of the 420,000 attending the show were classified as members of the trade.

Applications for exhibiting should be submitted by Dec. 31.

INTERKLIMA, June 21-27, will offer exhibitors opportunities in an import market valued at $40 million annually for all types of heating, cooling and air conditioning equipment.

The exhibition, scheduled to coincide with an international display of municipal equipment, will feature a series of lectures. Displays will include burners, boilers, radiators and convectors, pumps, fittings and filters, regulators, humidifiers, fuels and auxiliary equipment.

Closing date for registering is Mar. 1.

BIAM, a six-day fair opening Nov. 22, will show metalworking machine tools such as presses, hammers, shears, bending, drawing, boring and milling machines, saws, lathes, and hand operated tools; woodworking tools; tools and accessories to be mounted; controls including mechanical, pneumatic, hydraulic, electric and numerical; electric, pneumatic and hydraulic drives; and plants for thermic processing.

Applications for BIAM are requested prior to July 1.

Information on these three events is available from: Zagrebacki Velesjam, Zagreb, Aleja Borisa Kidrica 2.

Munich fairgrounds to host light industries exhibition meetings, lectures planned

The 23rd International Light Industries Fair is scheduled for the Munich fairgrounds Mar. 13-21, 1971. A series of lectures and meetings will accompany the annual show.

Equipment for workshops, metalworking, the automotive industry, woodworking, building and construction, and the bakery and confectionery industries, plus supplies and materials for interior design and handicrafts will be exhibited.

At the March 1970 Light Industries Fair, 25 American firms were among the 2,766 exhibitors from 40 nations participating in the event which drew approximately 355,000 visitors.

Trends from the show innicate sales gains by manufacturers or suppliers of office equipment, automotive repair and diagnostic equipment, and improved materials for the home building industry. Several of the national pavilions concentrated on furniture, rugs, china, jewelry and ceramics.

For further information contact the American representative: Gerald G. Kallman Associates, 30 Journal Sq., Jersey City, N.J. 07306.

Vehicle exhibition planned next June in Bucharest

Publicom, the Romanian International Publicity Agency, will organize an international Road Transportation Vehicle Exhibition in Bucharest June 1-7, 1971.

Automobiles, buses, lorries, four-wheel drive vehicles, vehicles for lumber yards, the building industry and forestry, and electrical and mechanical vehicles for use in plants, railway stations and airports may be exhibited.

Additional information is available from: Chamber of Commerce of the Socialist Republic of Romania, 22 N. Balcescu Blvd., Bucharest 1.

Book fair in Jerusalem open to U.S. publishers

The fifth biennial Jerusalem International Book Fair is open to American publishing companies and is scheduled Apr. 19-25, 1971.

More than 1,000 publishers from 25 nations exhibited 22,000 publications in 1969, drawing an audience of 34,000.

For additional information write: The Jerusalem International Book Fair, P.O. Box 1508, Jerusalem, Israel.

EXHIBITION BRIEFS *WORLDWIDE*

XIV MALTA INTERNATIONAL TRADE FAIR. Naxxar, Malta. July 1-15. Twelve national pavilions, 112 local exhibitors and seven foreign business stands comprised the 14th edition of this annual event. Attendance reached 169,500, a 28.5% increase over the 1969 fair. The U.S. Pavilion featured information on U.S. parks, educational facilities, space and architecture. Consumer goods attracted the most attention from the general public. Next show, July 1971.

JP '70 Osaka. May 21-27. The Minato Fair Grounds housed the 19th International Printing Machines and Supplies Show which drew 250,000 visitors. Sponsored by the Printing Week Association, the fair included booths of 184 exhibitors. This was the first time the show permitted international participation and it drew companies from at least six other nations. Foreign offset printing equipment including the American rotary offset press caught the attention of Japanese buyers. Photo polymer plates and computerized phototypesetting were also popular. A national version of this event will be staged in Sendai in 1971, but the next international version will be mounted in 1973.

INTERNATIONAL AGRICULTURAL FAIR. Madrid. May 20-June 7. For the eighth time, this biennial fair displayed farm machinery and equipment, food products, livestock, and any goods or services connected with the agricultural industry. Open to both direct and local representation by foreign firms, the fair drew exhibitors from 28 nations. Next show, May-June 1972.

ACHEMA '70. Frankfurt. June 17-24. Held triennially, the 1970 Chemical Engineering Exhibition and Congress attracted 2,200 exhibitors, including 112 U.S. firms, from 23 nations. (For results of the Commerce Department's commercial exhibition at ACHEMA, see INTERNATIONAL COMMERCE, Aug. 10.) Products with export potential based on the show include: chemical process equipment, laboratory techniques, nuclear scientific and research equipment, measuring, control and automation equipment, materials testing instruments, and products with multiple functions. ACHEMA '70 attracted 170,000. Next show, June 1973.

XUM

Agricultural market in Thailand is target of special promotions

The major market in Thailand today is for agricultural machinery, equipment and supplies. Currently estimated at $200 million annually, this market is expected to grow 15-20% within the next three years.

As part of the "Agricultural Year Project," a comprehensive program through the U.S. Trade Center in Bangkok providing American companies opportunities to display their equipment throughout Thailand, a series of 12-15 single-sponsor shows and three to five seminars and sales clinics will be staged, the first scheduled for this autumn.

Mounting the first single-firm display will be John Deere Intercontinental Ltd. of Moline, Ill.

Single-sponsor shows offer individual American firms the full facilities and promotional attention major Trade Center exhibitions receive and are commercially oriented, designed to enhance sales of U.S. goods overseas plus assist developing nations in upgrading their technology.

These exhibits are similar to between-show promotions staged at all eight U.S. Trade Centers around the globe, but differ in the fact that the Bangkok Center is authorized to pay up to 50% of a firm's promotional costs, this amount not exceeding $500. For the seminars and sales clinics, this figure may reach $300.

The seminars and sales clinics, open to one or several firms or an institution, lend themselves to technically oriented talks.

According to market research conducted for the Commerce Department, potential sales exist for the following categories of American-made goods: fertilizers, pesticides, tractors, other soil preparation and harvesting equipment, feeds, veterinary medicines, pumps and irrigation equipment, pesticide sprayers, poultry equipment and grain processing machinery.

Further data on participating in single-sponsor shows and seminars and sales clinics is available from Herbert Socks, U.S. Department of Commerce, BIC-918, Washington, D.C. 20230 (202-967-3184).

Five international shows in Bucharest announced

Five international expositions have been announced for Bucharest, Romania between October and early 1971.

The events will feature: resistant wires and bands, coil conductors, electric conductors and cables, Oct. 5-8; industrial cutters, hard plates and cutting materials, Oct. 13-16; steel alloy, stainless steel, welded and unwelded pipes, special cast iron pipes, fittings, flexible steel pipes or substitutes for any usage, and gas and liquid containers, Oct. 26-29; abrasive products, first quarter 1971; and aluminum foil and packaging materials and equipment, first quarter 1971.

Write: Chamber of Commerce of the Socialist Republic of Romania, 22, N. Balcescu Blvd., Bucharest 1.

SIGNING ON THE DOTTED LINE for John Deere Intercontinental is Wallace H. Lloyd as three Commerce Department officials witness the signature. Standing are Roderick M. Gillies and Herbert Socks; seated is Dallas M. Coors. Deere was the first firm to contract for a single-sponsor show at the Center in Bangkok.

Nor-Shipping '71 will open in Oslo during May; U.S. firms invited to participate

A technical symposium will be held concurrently with Nor-Shipping '71, the third International Shipping Exhibition planned for Oslo May 10-15, 1971.

This exhibition, held last in 1968, will offer American manufacturers sales opportunities for a variety of goods including: navigation and communications equipment; deck machinery; galley and cataering systems; equipment for air conditioning, cleaning, rescue, fire fighting, cargo handling, shipyards, and maintenance; automation instruments; fresh water generators; pumps, equipment for LPG carriers; ship provisions, and bed and table linen.

Norway, one of the leading ship builders and suppliers of ship's gear, maintains one of the world's largest merchant marines.

At Nor-Shipping '68, 18 nations were represented through 280 exhibitors, half of which were from Norway.

Data is available from the fair's organizer: Norges Varemesse (Norwegian Trade Fair), Drammensvn. 154, P.O. Box 130—Skoyen, Oslo 2.

Fifth NEDEX scheduled next March at Rotterdam

NEDEX '71, the fifth international exhibition of import and export services and transport will be staged Mar. 16-19 in Rotterdam's new Ahoy Hall.

Companies servicing the transportation industry for land, sea and air will exhibit, including manufacturers and suppliers of internal transportation systems, export packaging, and import-export techniques.

Write: NEDEX Vakbeurs N.V., Oostzeedijk 244, Rotterdam.

International Rassegna open to American manufacturers

American companies are invited to exhibit in the International Electronic, Nuclear, Television, Radio and Cinema Exhibition in Rome, Mar. 24-Apr. 4, 1971. The show, Rassegna, will feature all equipment and supplies in these fields.

Three of the technical events accompanying Rassegna are: the 11th Technical-Scientific Conference on Space; the 16th Rome Nuclear Congress, and the 18th International Scientific Conference on Electronics.

Write: Dr. Evandro Benvenuiti, Secretariat, Via Crescenzio 9, Rome.

Tokyo hosts metal processing display; expects $2.4 million

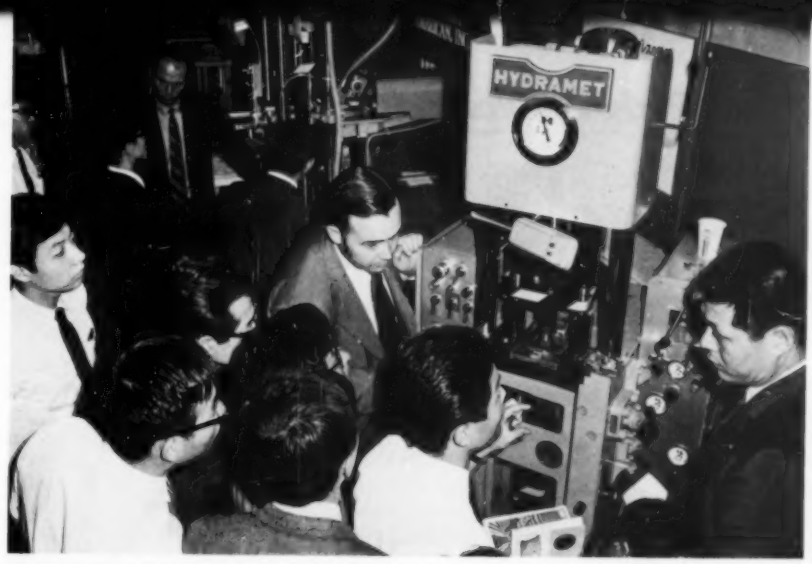
Sixteen American firms mounted displays at an exhibition of equipment and supplies for the metal processing industry at the U.S. Trade Center in Japan. The show ended with more than $2.4 million in estimated first year orders and $119,800 in book sales.

Three of the exhibitors were seeking representatives for their product lines in the Far East. One firm signed five contracts and the other two companies were each negotiating with one candidate. The July 13-18 show drew 1,154 qualified buyers.

One of the sales leaders at the promotion, at which nine of the exhibitors projected follow-on orders of $100,000 or more, was Hayes Furnace Equipment Inc., Foreign Sales Division, Cedar Grove, N.J. Showing vacuum and atmospheric furnaces, the firm wrote $50,000 in sales off the floor and estimates an additional $400,000 over the next 12 months.

Essex International Inc. signed five agents and is predicting $200,000 in 12-month sales. Essex of Mansfield, Ohio exhibited bi-metal thermostats and gas controls. Also with $200,000 in projected sales was Hydramet American, Inc., Royal Oak, Mich., and Kawecki Berylco Industries, Reading, Penn.

Hydramet wrote floor sales of $42,000 and exhibited 12-30 ton powder compacting presses. Kawecki displayed high strength metals and allows.

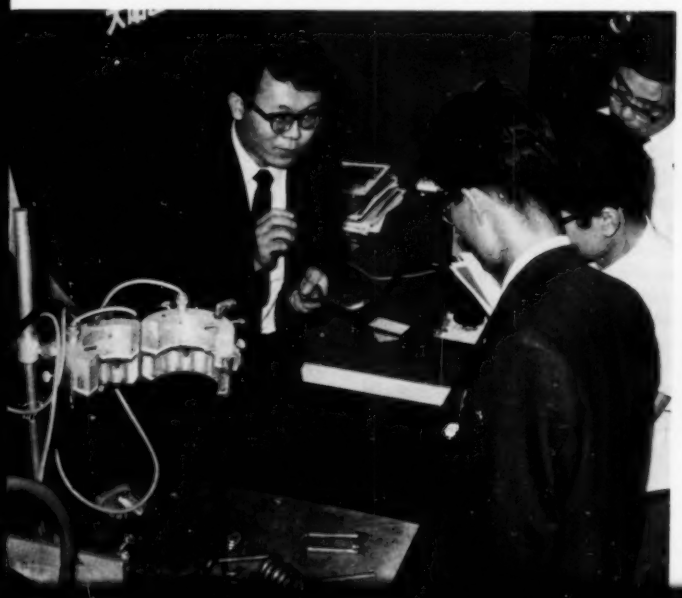


POWDER COMPACTING PRESSES by Hydramet American, Inc. of Michigan, above, drew over 150 product inquiries during the show. Below, U.S.-Tokyo Trade Center Director Edward J. Simmons, right, conducts a tour of the metal processing equipment show for Dr. L. E. Scarcioffo, Venezuela's Director of Commerce, center, and Nelcen V. Gimenez. Dr. Scarcioffo was on his first visit to a U.S. Trade Center.

Showing hardness and thickness testers, the Stamford, Conn. firm of Branson Instruments wrote $11,800 in confirmed orders and anticipates an additional $170,000 in the coming year.

Other participants in the metal processing equipment show were: Aerojet General Corp., Aerometrics Division, San Ramon, Calif.; Bausch & Lomb, Inc., Rochester, N.Y.; Kay Ray Inc., Palatine, Ill.; Maxwell Laboratories, Inc., San Diego; Midvale-Heppenstall Co., Philadelphia; Neucleonic Data Systems, Inc., Huntington Beach, Calif.; Tocco Division, Park Ohio Industries, Inc., Cleveland; The Shore Instrument & Manufacturing Co., Inc., Jamaica, N.Y.; Teledyne, Albany, Ore.; Union Carbide Corp., Carbon Products Division, New York; Wolff International Inc., Milwaukee.

ACQUAINTING NEW CUSTOMERS with established product lines is a major marketing objective of several exhibitors in Trade Center shows. Left, a representative of Aerojet General explains brazing furnaces and guns and ultrasonic cleaners, while on the right, blast furnace systems by Kay Ray Inc. are reviewed.



Swedes apply restraints

Economy is still functioning well but GNP is expected to grow less rapidly this year

Sweden's economy in mid-1970 is operating at a high level, but there are signs that its "overheated" condition, which has prevailed at least since mid-1969, may be about to end. While industrial production continues at or near capacity levels, incoming orders are slackening off. Skilled labor remains in short supply, however, while wages—as well as prices—are continuing their rapid rise. GNP (in constant prices) rose some 5.2% in 1969. Although the official prediction for GNP growth in 1970 is 3.5%, the semi-annual Economic Trends Report from the U.S. Embassy in Stockholm observes that the final figure may be closer to 4%.

The May official prediction for consumer price increases for the entire year 1970 was only 5%, but actual consumer prices rose during the first half of the year at an annual rate of 10%. This figure does not take into account the significant negotiated increases in food prices which took effect on July 1, 1970. Thus few people take the government's election year consumer price prediction seriously. Furthermore, additional price increases will take place next January, when the new value-added tax rates go into effect.

In view of the continued decline in foreign exchange reserves, Sweden has not lifted any of its restrictions on foreign investments by Swedish residents. Swedish direct investment in the United States is strictly controlled, but is permitted if it can be shown to be directly beneficial to Swedish exports.

U.S. investment continues to be welcome in Sweden if it meets certain criteria specified by the Swedish Government. An increasingly common technique is a joint venture between a U.S. firm and a Swedish public company.

Total public and private gross investments in Sweden, excluding dwellings, amounted to some $4.9 billion in 1969, of which about $2.1 billion went for machinery and equipment. Out of this total of $2.1 billion, all but $490 million was in the private sector. It is now estimated that investment in machinery for mining and manufacturing (which, alone, was about $790 million in 1969) will increase by some 13½% in 1970 (vs. 2½% in 1969), and investment in trade and services (which was about $200 million in 1969) will increase by 10%.

In March, in order to free resources for industrial investments, a 25% tax was imposed on non-priority construction causing a virtual standstill in new starts of commercial buildings for the private sector and recreational buildings for local government use. This was in addition to other existing restraints on residential construction, investment in which is now estimated to have increased by about 3½% in 1969, but is expected to decline by about 3% in 1970.

Mixed inventory picture

Stocks of finished goods, which were regarded as too small during most of 1969, are tending to reach normal levels. On the other hand, inventories of raw materials at mid-year are above normal and can be expected to decline somewhat during the second half.

Mining and manufacturing production increased in 1969 by 8% and 1970 should see an increase of about 6%. The June Business Tendency Survey reports a slackening in the pace of incoming orders, particularly in the consumer goods sector, industries dependent upon building and construction activity, and the iron and steel industry. Since this slackening comes at a time when most industries have considerable order backlogs, it is not expected to cause an actual slowdown in the rate of production, but it should cause a shortening in delivery times and, eventually, a slowing in production growth rates.

The continued economic upsurge requiring more and more workers, acting upon an indigenous labor force which grew not at all, has resulted in a serious labor shortage, especially in skilled occupations. The labor shortage caused employers to recruit 33,300 new foreign workers in the year ending in April and estimates of actual wage and cost increases above those granted in collective bargaining agreements (wage drift) to double for 1970.

In June the unemployment rate was around 1% and a record number of job vacancies was reported. While there was no sign that labor productivity had decreased, industry was working close to capacity and wages, already Europe's highest, continued to climb. For the balance of 1970, major labor disputes are not anticipated. What is expected is a continuation of present trends: increasing labor costs and a heavy demand for more workers—a demand that will be met largely by recruiting abroad, probably increasingly from Southern Europe.

Based on published figures (in current prices) for the first six months of 1970, imports were rising at the rate of 23% and exports at 17%. If this trend were to continue unchanged, the trade deficit would, of course, be a problem for Sweden's balance of payments.

World demand for Sweden's exports can be expected to continue high, since economic trends are favorable in her major markets. More important, probably, for Sweden's exports, however, is the fact that domestic Swedish demand appears at long last to be slackening enough to free additional productive capacity for the export sector. Leaders in export growth are expected to be engineering products (i.e. machinery, metal fabrication and motor vehicles), paper and paperboard, and iron and steel.

Imports, on the other hand, probably cannot continue to increase at the same

High purchasing power

With per capita GNP expected to reach $3,670 by the end of this year, Sweden has one of the highest living standards in the world. The rapid increase in wage levels in 1970 promises to keep that standard rising and to accelerate the demand for high quality consumer goods of the type produced in the United States. A tax reform scheduled to go into effect on Jan. 1, 1971 will bring more married women into the labor market, thereby increasing the purchasing power of the average Swedish family and its need for convenience products.

high rates seen early this year. If domestic demand is in fact leveling off, as it appears to be, while interest rates remain extremely high, Swedish firms will not be able to afford to continue building up inventories of imported goods and will, in fact, try to reduce stocks. The categories of imports which are expected to increase by the greatest percentages in 1970 include investment goods, consumer goods and raw materials for construction.

Statistics for the latest five-month period appear to indicate a slowdown in the rate of growth of Sweden's exports to the United States (up only 2% over 1969) while Sweden's imports from the United States appear to be developing well (up 29%). Thus the U.S. share of Sweden's exports declined from 6.8% to 6.1% while the U.S. share of the Swedish import market rose from 9.0% to 9.3%.

After a continuous, but gradual, drain of $105 million in foreign exchange reserves from July 1969 through May 1970, most of the loss ($88 million) was suddenly returned to Sweden in June 1970. It is very difficult to analyze such developments based on a single month's figures, but many local observers believe that the inflow was primarily the result of capital, rather than current, transactions.

There are numerous signs of a longer-run trend toward increasing net capital outflows. Net outflows on the "invisible" account—mainly from tourism—are also generally expected to increase. Sweden has not yet drawn on its substantial international borrowing capacity, but, unless the trade balance improves substantially and fairly soon, Sweden's balance of payments will remain a vulnerable element in its otherwise strong economy.

Credit was tight

Proof that credit policy was tight in 1969 is given by the fact that commercial bank advances to private business, which had increased by $230 million in 1968, declined by $480 million in 1969.

During the first quarter of 1970, credit remained extremely tight. While banks made some advances to private business, most of this was of a seasonal nature (largely for the payment of taxes) and represented utilization of credits promised earlier, rather than the granting of new credit facilities.

All of the governmental credit measures introduced in 1969 and reported earlier remained in effect during the first half of 1970. The Finance Minister stated in July that he did not expect any relaxation before early 1971. As a result of this tight credit policy, the number of business failures has increased substantially in recent months. Although the Government announced early in July that about $20 million would be made available from the Government Investment Bank to small and medium-sized firms in financial difficulties, many businessmen said this was "too little and too late."

CONSTRUCTION WAS SO ACTIVE that the Government has imposed restraints on new starts in order to free resources for industrial investments. This complex of new office buildings is in the heart of Stockholm.

While the Swedish Government has been consistently overoptimistic in its budget predictions in recent years, an indication of the restrictiveness of current fiscal policy is the fact that government revenues are budgeted to increase 14% in calendar 1970 (vs. 9.5% in 1969), while expenditures are expected to increase only 8% (vs. 6.5% in 1969).

In connection with the opening of negotiations at the end of June between the European Communities and the United Kingdom, Denmark, Ireland, and Norway, it was announced that other European Free Trade Association countries which have not applied for EC membership would be invited to meet with the EC Council of Ministers this fall. The Swedish Government has indicated that it would like to explore with the EC the practical economic aspects of the question before discussing Sweden's eventual political and juridical relationship with the Communities, if any. If such an arrangement is ultimately reached, it will, of course, have an important bearing on U.S.-Swedish economic relations.

Bethel College to hold world marketing institute

"Increasing Profits through International Sales" will be the goal of Bethel College's first International Marketing Institute, Oct. 28-30. The Mishawaka, Indiana school's Continuing Business Education program is designed to help the inexperienced as well as old-line export firms develop and increase their international markets.

The three-day program of intensive study will give special attention to market development, organization, finance, federal assistance, legal aspects, paperwork and transportation. Workshop sessions will provide consultations with experts in the various areas of world trade.

Write: International Marketing Institute, 1001 W. McKinley, Mishawaka, Ind. 46544.

XUM

South Africa still buoyant

Continuing economic growth keeps demand for capital and consumer goods at high level

Latest estimates are that South Africa's real growth rate in 1970 will be somewhat closer to the 5½% government target rate (GDP at 1958 prices) than the 7½% increase achieved in 1969. The current rate might be even higher, notes the Semi-Annual Economic Trends Report from the U.S. Embassy in Pretoria, had drought conditions not appeared at the end of the 1970 growing season.

Following an increase of 11% in 1969, private consumption slowed down somewhat in early 1970 but, spurred on by sizable wage increases, resumed its upward movement in mid-year. Motor vehicle sales are heading for another record year; more than 114,000 new vehicles were sold during the first five months of 1970, compared with 99,000 during the same period of 1969.

For the remainder of the year, private consumption demand is expected to remain high. Current general government expenditure remains high, following the exceptionally high rate of increase of 16% attained in 1969.

South Africa remains a growing market. The trend is for continued expansion of total imports with special emphasis on machinery and electrical equipment, transport equipment, textiles and many types of consumer goods.

While local industry has continued to take over more and more of the finished product market with some expansion of raw material and semi-finished imports, high quality finished products have remained competitive. In a number of sectors, demand has exceeded production and some manufacturers have imported identical goods to help satisfy demand. Nevertheless, new investment or expansion of old operations continues.

Since foreign investment and licensing in industry tend to orient materials supply to the investor's sources, these developments have a profound and enduring effect on the relative roles of various country suppliers in the import picture. Long established South African policy is to welcome foreign investment, with details worked out on a case by case basis.

A good deal of South Africa's growth, especially in heavy industry, has a government role, manifested not only in tariff protection, but also in quasi-governmental agencies. The current budget also has provision for a continuing major infrastructure program. Of the estimated $2.3 billion which will be spent this year on capital equipment by quasi-governmental agencies, more than $1.1 billion will be spent on construction work alone. Of the latter $650 million will go to machinery and equipment.

Multitude of projects

Basic current government financial capital expansion programs include electricity generation, both nuclear and non-nuclear, and transmission (to extend the national grid), ports, harbors, airport and railway expansion, refining and petro-chemical processing and iron and steel expansion. Major specific projects which offer important trade opportunities include:

► A 12-year power expansion program involving outlays of $3 billion, with concomitant opportunities for U.S. suppliers of power plant and equipment. This includes outlays of $700 million on two thermal stations in the Eastern Transvaal.

► South African engineering firms are looking for trading connections to put them in front running for the construction of South Africa's first nuclear power station, which will be erected at Melkbosstrand near Cape Town and completed by 1977. The station is already in an advanced stage of planning and additional nuclear generating units are expected to be announced within the next three years.

► Construction of a new $140 million deep water harbor project at Richard's Bay.

► Harbor improvement programs in Cape Town, Durban and Port Elizabeth involving outlays of $140 million, $56 million and $14 million respectively.

► As a result of South African Government support for a project ultimately to transport 15 to 30 million tons of iron ore annually from Sishen in the Northern Cape to Saldanha Bay, it appears likely that a new 400 mile long 3'6" rail line from Sishen to Saldanha Bay and ancillary harbor facilities at Saldanha Bay will be built at an estimated cost of 400-500 million dollars. In an effort to cope with increasing demands on its facilities, South African Railways has a reported $210 million of railway equipment on order—mainly rolling stock—which, although produced locally, will involve imported equipment and components.

► To cope with increasing freight and passenger traffic, close to $85 million will be spent on new facilities at Johannesburg's Jan Smuts airport over the next few years.

► Huge construction projects such as the Orange River Project, involving an estimated outlay of more than $600 million, already underway, and a 5-year 420 million dollar road program for Transvaal Province, provide continuing markets for heavy construction equipment. Following completion of the $85 million Verwoerd Dam phase of the Orange River Project next year, another 11 dams and 22 hydro-electric stations will be built in consecutive phases.

► The Department of Posts and Telegraphs is in the midst of a big expansion program to modernize and expand its already extensive network. Over the next ten years alone, an estimated one billion dollars plus will be spent on telecommunications equipment.

► Expansion of present iron and steel facilities involving the expenditure of an estimated $1.7 billion over the next ten years. Some $420 million alone will be spent on the Vanderbyepark Steel Works. It now appears that ultimate investment in the new steel works at Newcastle will exceed $850 million, about twice the figure announced for the initial program. A fourth and fifth steel mill will be eventually built as well.

These and other programs require industrial raw materials and finished goods such as construction equipment, road building machinery and vehicles, materials handling machines, electrical, measuring, and control equipment and mining machinery

U.S. is consistent

The United States has been maintaining about a 17% share of South Africa's 3 billion dollar plus import market. U.S. trade continues to benefit from big increments in the sale of civil aircraft, capital equipment, and semi-finished goods, particularly for long-established U.S. firms and licensees. The United States continues to be only moderately active in the finished consumer goods market.

(both open face—a new trend—and deep mining).

Relaxation of import restrictions on many consumer goods and continuing strong consumer demand suggest a growing market for a greater variety of durable and non-durable consumer goods of the kind in which U.S. industry excels. This includes air-conditioning, hi-fi, sporting goods and other leisure equipment. According to one source, sales of air conditioning equipment in South Africa should have a potential of about 35 million dollars annually within the next five years.

Tourism, already a $140 million per year industry, can be expected to grow at or near world growth figures. Hotel revenue in January 1970 was over 12% higher than January of the previous year. A number of new hotels are being built or are in the planning stage and many hotels are upgrading their facilities. Demand for hotel and catering equipment is rising proportionately.

Competition for the South African import market in all categories of capital and consumer goods continues to grow. This is especially true of major capital projects. Low interest terms and large-scale raw material purchases are strong incentives for South African importers.

Even for traditional U.S. goods such as air conditioning units and single-engine aircraft, foreign competition is becoming increasingly intense. The South African is constantly looking for better products and present U.S. suppliers must be watchful of their place in the South African market.

A large number of trade missions continue to visit South Africa. In 1970, foreign exhibitors in South Africa's many specialized trade fairs and trade missions will provide the South African an opportunity to compare his present suppliers' products with the finest their competitors provide.

Over the past four months, major suppliers have further increased their investment links, which in turn help support exports to industry in the country. West Germany, Japan, and Canada—among major trading partners—increased their share of the import market in 1969 over 1968. The U.K. share—the highest at about 25% of the market—declined slightly in 1969.

For some time South African observers have expressed concern over the rate of private fixed investment lagging behind the rate of overall growth in the economy. While gross domestic fixed investment increased by 10½% in 1969, the major part of the increase in private sector investment was in the building and construction sector, particularly house building (up by 14%), while overall investment in plant and equipment increased by only 3½%. In fact, investment in manufacturing declined by 10%, although factories generally were working at full capacity. With the Reserve Bank reporting a decline in the rate of increase in investment during the first quarter of 1970, it appears that productive capacity will increase at a lower rate during 1970.

This year should continue to see the accumulation of stocks, principally in the form of manufacturing and wholesale stocks and inventories of public corporations. Unfilled orders remain high.

Building activity is very buoyant and the steady increase in the number and value of building plans approved promises a continuation of the boom over the coming months.

The most persistent concern voiced by business and industrial leaders is the shortage of skilled and semi-skilled labor as a complicating factor in operations and planning.

Price trend upward

During the twelve month period ending December 1969, the consumer price index rose by 2.6%, if the effect of the sales tax is eliminated. The rate of increase has shown a noticeable acceleration during 1970 and, in view of potentially inflationary tendencies in the labor market, the annual rate may increase to 4% by the end of the year.

The increase in manufacturing output in 1969 (10.5%) and the continuation of this trend into 1970 has been straining the country's available skilled labor resources. Registered unemployment is estimated to be less than ½%, which in effect means overfull employment. Wage costs have increased substantially. Commerce and industry associations have continued to urge the Government to give more latitude for use of non-white labor.

The sharp rise in production in 1969 and early 1970 shows that the economy's capacity to expand exists, but much of this was achieved by increased productivity through increased utilization of plant capacity and additional pay raises for skilled workers. It has been estimated that a large percentage of plants are already operating at or very near full capacity.

Because of seasonal factors, the quantity of money and near-money fell from $5.33 billion at the end of December 1969 to $5.24 billion by the end of March 1970. Seasonally adjusted, however, these figures actually represent an increase of $165 million, indicating an accelerated annual rate of increase of 12.8%, compared to 10.3% for all of 1969.

As the end of the growing season approached, weather conditions turned out to be less favorable than forecast six months ago and serious drought conditions hit many parts of the country. Nevertheless, this year's maize crop amounted to 7.7 million short tons, or 1.8 million tons higher than in 1969. Wheat production amounted to a record 1.5 million tons. In anticipation of a winter wheat crop below estimated consumption, the Wheat Board has contracted for 135,000 tons of imported wheat for delivery in late 1970. Grain crops and sugar cane have generally been down and some livestock producers have been seriously affected. Agricultural income in 1969 was 8% higher than in 1968.

In manufacturing, an increase of between 7 and 8% in total factory output is expected in 1970, with above average increases in the beverage, knitting mill, clothing, wood and wood products, furniture, printing, rubber products, chemicals and non-metallic sectors.

In mining, assuming strong world commodity prices, and despite a drop in sales of diamonds during the first half of 1970, a substantial increase in the total value of minerals can be expected, particularly from iron ore and copper. Extensive activity in prospecting and development is reported in a number of minerals categories. Platinum production is expected to increase significantly with the expansion of the Rustenburg and other platinum mining complexes. Much news focused on Japanese interest in South African iron ore and coal. Long-term contracts of as much as 30 million tons of coal over a period of years and eventual export of 15 million tons of iron ore to Japan annually are in prospect. Development of transport and port facilities is tied into realization of these amounts.

Total gold production in 1969 amounted to a record 31.2 million ounces. Production in 1970 is expected to show only a fractional increase.

During mid-1970, South African demand for imports continued to grow rapidly, while total exports grew at a more modest pace. For the first six months of 1970, imports were 22% and exports 5.1% higher than for the same period of last year. This trend is expected to continue through the end of 1970. The gap in service payments over receipts continues to grow. According to preliminary statistics, South Africa's trade deficit for the first half of 1970 was 587 million dollars.

For 1970, exports should rise by slightly more than $100 million over 1969 levels to $2.25 billion. On the basis of current trends, imports should rise from $3.0 billion in 1969 to between $3.6 and $3.7 billion in 1970.

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New Algerian economic program aims at rapid industrialization, offers varied sales opportunities

Four-year plan that went into effect this year sets high goals; Algerians seek to cooperate with U.S. firms for mutual profit

Algeria's Four-Year Plan, following a three-year "pre-plan" phase, went into operation during the first part of 1970. Over this period the Government expects to invest about $5.5 billion in a wide range of projects with investments steadily building up to a rate of $1.5 billion per year by 1973. President Boumedienne himself set the goal, which is the transformation of Algeria into a developed country and society by 1980. While Algeria has rejected capitalism to realize this goal, it is not turning its back on cooperating with the free economies of the West when it proves in the mutual interest of both to work together.

Algeria's petroleum and petro-chemical industries are under the control of the state agency SONATRACH, which either directly or through its subsidiaries is the main buyer of oil equipment. Most of its purchases are made by competitive tender usually restricted to suppliers registered with them. With the great emphasis on exploration and development of this industry, American sales of equipment remain promising for the duration of the Plan.

Suppliers to face new conditions

The gradual takeover of the machine and mechanical industry by the state enterprise SONACOME will have a considerable effect on the market during coming years. The usual agents of most foreign firms continue to do business through SONACOME but are obliged to obtain visas permitting imports or have signed special agreements with SONACOME.

It seems clear that U.S. firms wishing to retain or develop their share of the Algerian market must try to be present in as strong and dynamic fashion as possible; in other words, their products must be very much evident on the market or else they should consider parts manufacture or assembly in Algeria. For the time being, business in earthmoving equipment, agricultural and construction machinery and a wide range of mechanical goods remains excellent.

Algeria is an excellent market for data processing equipment and all types of business machines. The emphasis on planning and rationalization of the economy has stimulated further the great interest in American advances in this field. Almost all major U.S. suppliers are represented in one form or another.

Don't neglect consumer goods

The market for consumer goods is dominated by the French although some inroads have been made by other EEC countries in recent years. Both France and the other EEC states have tariff advantages over the United States.

In 1968 Algeria imported about $120 million worth of food, drink and tobacco and about $140 million in consumer durables. While this remains an important market, it should decline as local manufacture absorbs more demand and imports of various goods are shut off.

A major buyer in the consumer goods area is the state-owned *Galeries Algeriennes* which has department store outlets in all Algerian cities and acts as a wholesaler. This firm insists on dealing directly with suppliers and will not work through agents. It asks for 90- to 180-day credit and will not do business on letter of credit or cash against documents.

The rest of the market is shared by hundreds of small importers, distributors and agents. U.S. firms new to this market should be cautious about granting credit or shipping cash against documents. They should ensure that the buyer has an import license if one is required and should take up bank references.

Large numbers of major construction contracts have been awarded recently to various firms. The French continue to have a major share in many projects, with Italian, Russian, Japanese and British firms also represented.

The British construction company, Wilbros, an affiliate of the American company William Brothers, is to begin work on an LPG pipeline from Hassi Messaoud to Hassi R'Mel and on to Arzew; John Brown will build a series of gas compressor stations for this project. Another British subsidiary of an American firm, Parsons and Whittemore, is working on a paper mill at El Harrach and a second British company has the contract for a paper mill at Souk-Ahras. The English subsidiary of the U.S. company Fluor will begin work later this year on two LPG plants at Hassi Messaoud.

The wide range of these ambitious projects suggest great potential for American construction and engineering firms. Virtually every branch of Algerian industry is represented by a Government enterprise and they are all planning to expand. All of them need know-how, machinery and buildings and many are seeking turnkey offers. Financing remains a stumbling block since in most cases supplier credits are required.

Two American consultant firms are very active in Algeria as advisers to the Ministry of Industry and Energy. They are Arthur D. Little and Booz-Allen & Hamilton. They have proved useful in the past in stimulating world-wide interest in Algerian development.

Algerian enterprises invariably want to deal directly with the U.S. headquarters of American firms and not with its European subsidiaries. State enterprises do not publish accounts of any kind and there is no way of knowing whether they are making a profit or not; as they have access to State funds and cannot, by law, declare bankruptcy this is not of great importance when doing business with them. Firms signing major contracts with such enterprises should, however, insist that the Ministry of Finance be a party to the negotiations.

Industry is emphasized

The most notable aspect of the Four-Year Plan is the heavy emphasis on industry. A wide range of industrial projects are planned or are now under way including an iron and steel complex at Hadjar, several petro-chemical plants, a phosphates plant at Annaba and a group of mechanical, electrical, electronic and some consumer-oriented industries.

Algeria's planners hope that much of the money being pumped into development will be immediately productive. Particular emphasis has been given to exploration and research for petroleum, gas and mineral wealth and land and water studies, fields in which the Algerian Government has found it useful to draw heavily on American experience and know-how. Algeria plans to spend some

U.S.-Algerian commercial ties are growing

In spite of the lack of diplomatic relations between Algeria and the United States, direct American exports to Algeria expanded some 21% between 1968 and 1969 to the point where the Algerian market is the fourth largest for the United States in Africa and the United States is in second place in Algerian import figures.

American sales have centered on grain, cotton, aircraft, oil field equipment, business machines, prefabricated buildings, heavy earthmoving and construction equipment and agricultural machinery. As Algeria moves further into its industrialization program, the pattern of trade will gradually change with some fields showing impressive gains and others slipping.

$355 million on this category alone.

While agriculture is the base on which most Algerians live, it draws on only 15% of the total Plan investment and much of this will go to irrigation projects. At present the country imports almost 20% of its cereal needs, much of it from the United States; it is also a heavy importer of milk, butter, sugar and oils. A major effort will be made to reduce the volume of these imports but with the Plan calling for an increase in agricultural production of 3.1% and with population growing at a rate of 3.2% it is difficult to see just how this can be accomplished.

Other areas of the economy which are favored by the Plan are education and training and development of the country's infrastructure. This latter program calls for an investment of some $700 million and presents a number of possibilities which should interest American suppliers and engineering firms.

Future pinned to hydrocarbon

Although the exploitation of oil and gas is not so overwhelmingly pre-eminent as with Libya, Saudi Arabia and Kuwait, Algeria depends on its hydrocarbon wealth for the future. Production of petroleum has steadily moved up to a 1969 total of over 45 million tons or about one million barrels daily. Reserves are placed at about 8 billion barrels. Estimated Government oil revenue earnings are thought to have been approximately $255 million for 1969.

Three major groupings are active in the petroleum field: French companies; international oil companies, mostly American; and the Algerian State Hydrocarbon Enterprise, SONATRACH.

Algeria has just begun to tap its enormous natural gas reserves which are estimated at 150 trillion cubic feet. Its own consumption is tiny even though increased industrialization of the country suggest that this figure will assume more importance in the future. Liquefied natural gas is currently being produced and marketed from a plant at Arzew, a second and larger plant is presently under construction at Skikda, and a $900,000,000 project to deliver liquefied gas to the east coast of the United States is on the drawing board. Current industrial investment in petro-chemicals, the petroleum field and the steel industry is also on a large scale. The National Ironworks Enterprise holds a monopoly on imports and production of steel and is already producing pig-iron at its new plant at El Hadjar. The Soviet-supplied steel-making section should be in production by 1971 with a first stage of 450,000 tons per year. Two more converters will eventually be installed. The El Hadjar complex is a good example of how Algeria has used international credits and know-how. The blast furnace was built by French firms under a French Government credit; the steelworks is Russian; and the pipe plant and cold rolling mill are West German and Italian, respectively.

Three large petro-chemical complexes are now under construction.

The Algerian Government is largely statist in its economic orientation. The extractive and heavy industry sectors are state-owned with the exception of petroleum which remains very much a special case.

Government shifts emphasis

With many of the major projects now under way to produce basic products, the Government is directing its attention to a series of second generation manufactures. Of considerable importance to trade patterns will be the expansion of activities in the field of mechanical construction, such as the manufacture of tractors, diesel engines, valves and some tools, motorcycles, bicycles, trucks, buses and passenger vehicles.

The Government is also planning to consolidate food processing and the textile industry by enlarging existing capacity and building a new woolen mill at Tiaret. The production of cotton thread and synthetic fiber will also be increased. The local needs for most paper products will shortly be met by several new plants. Ambitious plans exist to build both an electronic and an electrical complex to manufacture components and to assemble consumer and industrial products.

Consumption of cement has now increased to the point where local needs are not being met by the current capacity of 950,000 tons per year. A new cement plant near Annaba with a capacity of 500,000 tons should be ready in 1972 but until that time Algeria will have to import cement.

The Algerian Government has consistently registered budget surpluses, which have steadily grown in recent years. It holds about $350 million worth of foreign reserves and has a healthy balance of payments, which in turn gives it some confidence that it can meet the heavy demands expected to be placed on it by the investment budget.

Algeria has been running balance of payments surpluses largely because of its growing petroleum production and because of heavy remittances by Algerian workers in Europe. The build-up in imports, primarily of capital goods, doubtless will move these figures into the deficit column during the next few years, however. Although Algeria will be running balance of payments deficits over the next three years at least, the Government expectation that it will move back into the surplus column after 1973 seems justified, assuming continued heavy foreign remittances, a growth in a wider range of export products and increased earnings from gas and petroleum.

Algeria takes action to limit outflow of foreign exchange

Algeria has announced a new series of measures designed to curtail its outflow of foreign exchange.

Under the new controls, which became effective Aug. 20, tourist allocations of $140 per person for travelers departing by air or sea ($20 for other means of transport) have been suspended. Individual trip allocations of $40 have been reduced to $20.

The measures also provide for the complete stoppage of all assistance transfers and greater control over medical treatment expenditures abroad.

In addition to the foregoing measures, the Government of Algeria is also reportedly considering imposing further restrictions on imports of non-essential items, including mineral water, smoked salmon, whiskey and children's toys.

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Argentine economy at full speed despite Government changeover

No slowdown in sight; President Levingston's administration to emphasize export promotion and domestic capital formation

Argentina made remarkable economic progress during the first six months of 1970. Despite a change in government, the economy experienced little disruption and has shown no signs of substantially slowing down from its excellent 6.9% growth level of 1969. For the first semester of 1970, GDP was projected to have increased by 5.8%. Agricultural output increased 5.9% while the industrial sector expanded by 7.2%.

A new President, Roberto Levingston, was inaugurated on June 18, and three days later his administration issued a revised set of National Policies, which, on the economic side, emphasized export promotion and domestic capital formation.

New administration acted fast

The same day on which President Levingston and most of his new ministers took office, the Argentine Government devalued the peso by 12.3%, changing the rate of exchange from 3.5 to 4.0 pesos per U.S. dollar. On subsequent dates the Government took steps to nullify the imbalances produced by the devaluation in foreign financial and commercial patterns. A special tax removed the windfall profits accruing to financial institutions holding dollars at the time the rate was changed. Other measures set tax rebates to exporters of non-traditional products at a new, lower level, reduced the general levels of import duties, and raised the taxes on traditional exports.

Tax revenues, bolstered by the extraordinary receipts from the back-tax collection in April, reached 3,851 billion pesos in the first half of 1970, up 25% from tax revenues of first-half 1969. The Government decreed a limited moratorium on payment of overdue taxes to benefit taxpayers in financial difficulty. In late July the Government announced a domestic bond issue of 200 million pesos to finance public works, and the bonds appeared sure to find buyers. One of the Government's major problem areas in the financial field, however, remains the social security system, in arrears.

At the end of the first half of 1970, the cost-of-living index stood 7.5% higher than its level at the end of 1969, an increase approximately equal to its rise throughout all of 1969. The June 1970 level was a full 12.5% over the level of June 1969. Comparable increases have taken place in the wholesale price index, and in the index of construction costs.

Some observers tend to blame the Government's wage policy (which decreed successive rounds of raises in wages and fringe benefits in November, January and March) for triggering a new wage-price spiral. Organized labor disagrees, having long claimed that the official cost-of-living figures err on the low side in any case.

On Aug. 15, after considerable review of wage policies, the Argentine Government announced a 7% general wage increase, effective Sept. 1, 1970, to be followed by selective increases in January 1971. Pensions were increased from 10% to 14%. The pay raise will apply to both the public and private sectors.

Strikes were chronic in the uneasy industrial center of Cordoba during the first half of 1970. Workers temporarily occupied several factories in early June, and the automobile workers union (SMATA) subsequently struck to force reinstatement of workers discharged and freedom for workers arrested as a result of those occupations. A sympathy strike of SMATA workers across the nation occurred on July 1. But management in Cordoba held firm, and the SMATA strike was suspended on July 6.

The labor atmosphere, meanwhile, was one of relative peace in Buenos Aires, where longstanding Government efforts finally had succeeded in sponsoring a reorganization of most of organized labor under one General Labor Confederation (CGT).

The 1969-70 crop of wheat (Argentina's most important grain after corn) has been tallied at 7,020,000 metric tons, 22% more than the 1968-69 harvest. The 1969-70 crop of grain sorghum (third most important of Argentine grains) was estimated in June at 3,860,000 metric tons, 55% above the 1968-9 harvest.

Production of petroleum in the first half of 1970 reached 11 million cubic meters, 10.1% higher than that of first-half 1969, but petroleum consumption has been rising apace, keeping at a distance the fulfillment of Argentina's dream of petroleum self-sufficiency. A similar race between production and consumption has taken place in electricity, of which 8.226 billion kilowatt-hours were generated in the first half of 1970—12.2% more than in first-half 1969. Natural gas production also has risen substantially to help meet growing energy needs.

Pig iron production, at 378,500 metric tons, rose by a solid 31% in first-half 1970 over the same period of 1969, and crude steel production, at 875,800 tons, rose by 5.5%. Automotive production, 103,167 units at the half-year mark, was 2% ahead of the half-year total in the record production year of 1969—despite the above-mentioned labor troubles in the auto industry. The chemical industry scored significant gains over first-half 1969 in the production of ammonia, polyethelyne, polystyrene and caustic soda.

Total exports for the first-half of 1970 reached an estimated U.S.$947 million and total imports $757 million, leaving a trade surplus of $190 million. If export volumes stay high well into the second half of 1970—as they are generally expected to do—Argentina will stand a good chance of attaining its full-year targets of $1.8 billion in exports and a trade surplus of $250 million.

Significant contributors to the high overall level of first-half 1970 exports have been meat, meat products, and grain.

Projects move forward

The Sierra Grande iron ore project in Patagonia took another step forward in June with the signing of a contract with the Bechtel Corp., a U.S. firm, for a 30-kilometer pipeline that will carry ore by slurry to a pelletizing plant. A project being considered by the management of the state-owned railroads to electrify the commuter network of the Roca line continued to arouse local controversy over the advisability of opening the project to international bidding or awarding it by direct contract to Japanese or other interested consortiums.

In early July the Government invited bids for a Parana River project for which the Inter-American Development Bank (IDB) will lend U.S.$25.5 million. In late July the IDB announced a $15 million loan to Gas del Estado to facilitate the expansion plans of the state-owned natural-gas enterprise. A loan package for Argentina on which the IBRD is now working is expected to total about $400 million, of which $100 million ($60 million for roads, $40 million for railroads) may be forthcoming the first year.

France relaxes exchange controls for foreign travel and investment

Annual travel allowance per person doubled to 3,000 francs; rules on mining, commercial and industrial investments eased

The French Government has taken a series of measures which will relax the existing exchange controls on foreign travel and direct French investment abroad. Following are the main changes introduced by these measures, effective Aug. 3.

The annual travel allowance per person was raised from 1,500 francs to 3,000 francs (1 franc = 18 cents). However, tourists may still purchase no more than 1,500 francs per person in foreign currency for each trip abroad.

Tourists may now export up to 500 francs per person in French currency (previous limit was 200 francs).

For business trips, the maximum allocation per person in foreign currency was raised to 400 francs per day and 4,000 francs per trip. The previous limit was 200 per day and 2,000 per trip to European countries, and 300 per day and 3,000 per trip to countries (including the U.S.) farther distant.

Residents are now permitted to transfer up to 300 francs per operation to nonresidents. The previous limit was 250 francs and was chargeable to the tourist allowance. This provision covers such items as subscriptions to magazines, minor purchases of merchandise, and similar items.

Investors also benefit

Mining or petroleum extraction companies are now authorized to transfer from French sources up to 66% of the total cost. The former limit was 50%.

For "commercial" investments (those linked directly to the promotion of French exports), the authorization remains automatic up to 2.5 million francs and will be "liberally" accorded, on a case-by-case basis, for larger investments. In addition, the delay for government review of the required declaration of intent (as regards these operations only) is reduced from two months to one.

Industrial investments (e.g., the construction of a manufacturing facility abroad), will receive automatic approval for the transfer of up to 2.5 million francs, even if the total amount of the investment exceeds that figure. Previously, this approval was only automatic in the case where the total amount of the investment did not exceed 2.5 million francs. In all other cases, only 1.5 million francs was authorized for transfer unless specific exceptions were made.

Henceforth, the Bank of France will undertake to purchase at parity all franc bank notes presented to it for exchange by foreign banks. The effect of the change will be to eliminate any remaining discount at which francs may now be trading outside the country. In this regard, foreign banks are again being permitted to deposit French banknotes acquired abroad to the credit of their convertible franc accounts with their French correspondents.

Libyans move to promote industry

Research organization, financial assistance corporation are set up

Libya's ruling Revolutionary Command Council has established two new institutions—an Industrial Research Center and a Libyan Public Industrialization Corporation—designed to promote the development and diversification of the nation's industrial sector and implement the regime's policy of Arab socialism.

The Industrial Research Center will be primarily a research organization, with the emphasis on developing investment and marketing studies in the non-petroleum sector. The Center will undertake planning for industrial development schemes, marketing research and other economic and technical feasibility studies, including geological research involving minerals other than petroleum. The Center will be financed from Treasury funds allocated by the Government and from United Nations contributions. The U.N. will also assist in the technical operation of the Center and in the training of Libyan's for the staff.

The Libyan Industrialization Corporation is designed to promote industrialization by providing both managerial and financial assistance. Although the Corporation will encourage private investment in selected industrial areas, it is also prepared to undertake wholly self-financed projects, and to participate in joint ventures with private partners. The Corporation is also empowered to join established privately-owned companies in partnership when it is deemed necessary for the realization of Development Plan objectives.

Copies of the decrees establishing these two institutions and delineating their respective areas of competence are available from the Africa Division, Department of Commerce, Washington, D.C. 20230.

Thailand raises duties, taxes to curb imports, lift income

Thailand has raised import duties on some 220 items, increased most business (i.e. sales) tax rates, and upped the excise tax on alcoholic beverages, effective July 1.

On imported items, the business tax is collected at the border so tariff and tax increases should be considered together. Duties are assessed on a c.i.f. basis. The base for the business tax on imported goods is the duty-paid value plus a stipulated standard rate of profit. A municipal tax, in essence a surtax equal to 10% of the business tax, is also levied.

The business tax on most items was increased from 5 to 7%; on lighting fixtures, fans, irons, motorcycles and motorbikes, from 10 to 12%; on large electrical appliances, from 12 to 15%; on automobiles, 20 to 30%; and on alcoholic beverages, from 25 to 30%. Business taxes were also raised on a number of services.

Except in a few categories, the U.S. market share is small for the products affected. Importers of American goods in Bangkok expect some reduction in sales and orders during the rest of this year, but most express the feeling that it is too early to gauge consumer reactions. It appears that sales of U.S. airconditioners, refrigeration equipment, and motor vehicles may be the most adversely affected.

A report by the U.S. Embassy in Bangkok with a more detailed analysis by specific categories of products is available upon request from the Far East Division (892), U.S. Department of Commerce, Washington, D.C. 20230.

XUM

Indonesia enacts tax legislation to spur investment

Big reduction in corporate taxes, other incentives improve climate

Indonesia has adopted new regulations designed to improve the investment climate for both domestic and foreign enterprises, mainly by reducing corporation taxes, extending the tax holiday in priority fields, providing new investment incentives for existing enterprises, and permitting accelerated depreciation and revaluation of fixed assets. Also, the period for writing off losses will be unlimited for losses incurred during the first six years of operation, and thereafter will be four years.

Under the new tax laws, the corporation tax system is simplified and rates are considerably lower. The maximum tax is now 45% instead of 60% as formerly. The new system reduces the tax brackets to two. Corporate profits of up to and including Rupiah (Rp.) 5,000,000 are taxed at the rate of 20%. Corporate profits of over Rp. 5,000,000 are taxed at the rate of 20% plus 25% of any amount in excess of Rp. 5,000,000. The tax burden under the new system is considerably reduced. The Government points out that on a taxable corporate income of Rp. 5,000,000 (U.S. $13,000 at the current exchange rate of U.S. $1 = Rp. 378), the effective tax is now 20% compared to 33.7% previously, and on an income of Rp. 90,000,000 (U.S. $238,000) the effective tax is 43.6% compared to 58.3% previously.

Longer tax holidays

The maximum duration of tax holidays has been extended from five to six years but holidays will now be given only to new investments in priority areas. The determination of what is considered a priority area is not spelled out in the present legislation and reportedly will be clarified later by ministerial decree. Probably the enterprise will have to meet one or more of the following criteria: (1) export a substantial part of total production; (2) use a certain percentage of domestic labor and material; (3) bring in a substantial amount of capital and technology; (4) employ a large number of local workers; (5) involve a substantial investment in infrastructure; or (6) establish basic agricultural or food-processing undertakings.

The basic tax holiday given a priority project will be two years. The previous requirement that a wholly foreign-owned enterprise had to have a minimum capitalization of $2.5 million to qualify for tax exemptions provided by the foreign investment law has now been waived by the government.

In addition to the basic two-year tax holiday to which most companies meet the above requirements may be entitled (which may be extended to as much as six years), an additional one year of tax exemption may be granted to enterprises which provide substantial export earnings, represent substantial investment and are outside Java; or meet other unspecified priorities.

For those enterprises already in operation and therefore not eligible for a tax holiday under the new amendments, or for enterprises which wish to make additional investments after the expiration of their tax holiday, an investment incentive may be granted in the form of tax relief.

Investors can deduct 5% yearly

A total of 20% of actual investments made in any one year may be subtracted from taxable profits in that year and the three subsequent years, thereby making an annual deductible allowance of 5%. If in a certain fiscal year this 5% investment allowance has not been used, it cannot be carried over to the next year. If there is a loss, the 5% investment allowance can be added to that loss, the overall total (i.e., the loss plus 5% allowance) to be later written off.

This investment allowance cannot be applied to an initial investment for which a tax holiday was granted, even if the actual expenditure of that investment should occur after the expiration of the tax holiday. For such projects, an investment allowance must be for an "additional investment" after and on top of the initial investment. However, whenever an additional investment is actually made prior to the expiration of the original tax holiday, the tax relief provided for under this investment incentive scheme will begin only after the tax holiday has ended and only for that portion of the annual investment allowance which remains.

The principle of accelerated depreciation and revaluation of fixed assets is adopted in the new tax laws. However, the procedures are not spelled out and the language merely instructs the Minister of Finance to issue regulations on the subject. The new legislation does specify that additional income derived from revaluation of fixed assets (capital gains) will be subject to a maximum tax of 20%, which however may be paid in installments if the financial position (i.e., liquidity) of the enterprise makes payment in a lump sum difficult.

Clarification of write off period

The period of time for writing off losses is now clarified. New enterprises which incur losses during the first six years of operation will have no time limit for writing off their losses. Thereafter a company must write off its losses within four years (formerly the time limit was two years). Individuals may also write off business losses during a period of four years.

The exemptions from personal and corporate taxes for foreign air and shipping lines and their personnel are abolished. These exemptions derive from agreements the Indonesian Government originally made on a reciprocal basis with the Netherlands. However, in view of the limited number of Indonesian shipping and air lines operating overseas, these reciprocal agreements no longer seemed equitable to the Indonesian Government.

Slight changes have been made in the personal income tax rates by lowering the minimum rate from 15% to 10%. However, the maximum rate remains unchanged at 50%. The Minister of Finance is authorized to issue decrees raising the minimum limit of taxable income and changing the composition of income groups.

A 20% withholding tax will be collected on interest and royalties similar to that already imposed on dividends. This provision is primarily aimed at closing the present loophole whereby interest paid to foreign banks went untaxed.

Ships brought in as part of an approved investment project within the first two years after the start of production will be exempt from the registration tax *(bea balik nama)*.

While some of the new regulations require further clarification by the Minister of Finance and the Foreign Investment Board, they appear to give more generous treatment to investors and should increase the effectiveness of Indonesian efforts to attract private investment capital. As of June 30, 1970, approved foreign investment contracts in fields other than petroleum totaled 253 valued at $1,153 million, while approved investments in oil exploration under production-sharing contracts totaled 33 with a cumulative value of $371 million.

Japan eases equity rules

Foreign control still discouraged in new list of 323 industrial categories

As the third stage of Japan's four-part capital liberalization program, the Japanese Cabinet has approved the liberalization of restrictions on foreign direct investment in an additional 323 industrial categories, effective Sept. 1. Of this number, however, up to and including 100% foreign ownership will be permitted in only some dozen industries, with foreign equity in the remainder being limited to 50% participation.

Allowing for some shifting from the first two stages and revised descriptions, this action raises to a total of 524 the number of industrial sectors eligible for foreign capital participation, with 447 in the 50% ownership group, and 77 in the 100% category (including some industries from earlier stages which were moved from the 50% group).

Investments will be screened

Although the liberalization program, as originally announced in 1967, referred to an "automatic approval" system, the Japanese Government will nevertheless continue to be involved in the processing of applications. Several criteria will be applied in a case-by-case screening to determine the acceptability of the proposed investment. Also to be continued is the stipulation that the program applies only to new direct investment and thus does not cover, as was hoped by some American businessmen, investment in existing enterprises.

Considerable disappointment, too, is expected to be registered because of the fact that in only about 15% of all industries so far liberalized is foreign control (over 50%) to be permitted. In general, those newly added to the 100% ownership group—including service establishments such as bars, mah-jong and pachinko pinball parlors, coffee shops, and dance halls—are not of significant interest to American investors.

It should also be noted that while the liberalized areas are referred to as "industries" by the Japanese Government, for the most part they actually represent small segments of industrial activity. Thus, for example, more than a dozen iron and steel products are included in the 323 third-stage listing, along with such diverse categories as ties, guitars, lead pencils, and crayons, each of which qualifies as an industry.

Nevertheless, the third-stage action does represent a substantial broadening of coverage. The Japanese Government calculates that some 75 to 80% of business activity which might be of interest to foreign investors is now included in the 50% or 100% liberalized groups.

Those categories contained in the new 50% group likely to be of greatest interest to foreign investors include confectionery manufacturing; fiberglass; industrial rubber products; aluminum smelting and refining; construction and mining equipment; food processing machines; pumps and pumping equipment; gas compressors; heating and ventilating equipment; refrigeration equipment; soap and detergents; automobile rental services; and motion picture production and distribution.

Some major industrial areas largely excluded from the liberalization action are petrochemicals, electronic computers and related items, specialized machine tools, leather goods, and automobiles and parts. The automobile category is now expected to be liberalized (in terms of 50% foreign equity only) by April instead of October 1971 as the Government had originally planned.

A modest change was made in the regulation relating to the right of foreigners to purchase freely Japanese stocks that do not carry with them the right to participation in management. An individual foreign investor still cannot own more than 7% of the shares of a company, but foreign investors as a group, previously limited to 20%, may now acquire 25% of the total stock in "unspecified" industries. The present ceiling on total foreign acquisition of stock in "specified" industries—such as transportation, utilities, shipbuilding, banking, trust companies, freight express, broadcasting, fishing, and mining—remains at a level of 15%.

One stage to go

The third round of capital liberalization, which was preceded by earlier stages effective July 1, 1967 and Mar. 1, 1969 (see INTERNATIONAL COMMERCE issues of July 17, 1967 and Mar. 17, 1969 for details), is expected to be followed by a fourth and final stage to take effect on Oct. 1, 1971, six months earlier than originally scheduled. At that time, it is anticipated that a "negative" list of industries will be announced in which foreign participation will continue to be largely barred.

A complete list of industrial categories liberalized for foreign investment is available from the Far East Division (BIC-892), U.S. Department of Commerce, Washington, D.C. 20230.

Offers trade sessions

The Commerce and Industry Association of New York has announced plans to hold a series of workshops on World Trade this fall.

Sessions will cover Commercial Letters of Credit, Sept. 16; Ship Chartering, Sept. 29; Tropical Africa-Open for Business, Oct. 7; The Federal Reserve System and International Finance, Oct. 19; Export Marketing and Advertising, Nov. 5; Personnel Problems in International Operations, Nov. 10; Prohibited and Restricted Imports, Nov. 24; Licensing Agreements and Joint Ventures, Dec. 1; The Metric System, Dec. 17; and Collection of Foreign Drafts, Jan. 21.

Write: Commerce and Industry Association of New York, Inc., 99 Church St., New York, N.Y. 10007.

McCormick to keynote Foreign Trade Convention

Brooks McCormick, president of International Harvester Company, will keynote the 57th National Foreign Trade Convention, to be held Nov. 16-18 at New York's Waldorf-Astoria Hotel.

In announcing the appointment, National Foreign Trade Council president Robert M. Norris said that "Economic progress calls for new initiatives and the development of reciprocal realistic policies governing the conduct of international trade and investment. The commitment of governments and international businesses alike is required to find the most effective means to productively and more widely employ capital, technology, organization and management skills upon which such progress depends."

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U.S. Overseas Promotions pages 34-38

Sales opportunities in 14 U.S. commercial exhibitions, trade fairs, solo exhibitions and trade missions and 26 shows at the eight U.S. Trade Centers are being offered to present and potential U.S. exporters between now and June 8, 1971.

Another opportunity is the Sample Display Service. U.S. firms without agents in an area may use any Display Center to present product literature to prospective representatives. For information on the Centers in Addis Ababa, Beirut, Hong Kong and Nairobi, **write:** Sample Displays, BIC-918, U.S. Department of Commerce, Washington, D.C. 20230.

Each Trade Center exhibition is limited to one particular line of products. Centers are located in Bangkok, Frankfurt, London, Milan, Paris, Stockholm, Sydney and Tokyo.

Further information on the Trade Center shows and more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad promoting the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, others by various U.S. industries with Government approval and assistance. **Write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

SOUTH AMERICA. Service Industries Trade Mission. Ten U.S. businessmen will visit Caracas, Rio, Sao Paulo, and Buenos Aires, Oct. 18-31 to seek business partners for South American operations. Fast foods, automotive service, laundry, dry cleaning, diaper service, engineering, etc. The objective is expansion through franchise operations. For further information call Merritt Freeman, 202-967-4715. Service Industries Trade Mission. Oct. 18-31.

JAPAN. Medical, Hospital Equipment. Continuing strong demand is envisaged in Japan for advanced medical and hospital equipment, a field in which American manufactures retain a reputation for durability and innovation. Of particular interest to Japanese buyers is the application of computerization to medical-hospital equipment and advanced design which allows for greater space economy. For information call 202-967-5286. Tokyo Trade Center, Oct. 19-24.

WEST AFRICA. Agricultural Development Trade Mission. The first U.S. Specialized Trade Mission for Africa will take advantage of expected expansion and modernization in the field of agricultural development. The time appears right for American firms to appraise the market. The mission will visit the Congo (K), Nigeria, and Ghana.

Sales potentials have been identified for rice milling equipment, cotton gins, irrigation equipment, specially prepared feeds, agricultural implements and small-scale machinery, livestock and poultry equipment. For details call Wanda Ale, 202-967-2051. Agricultural Development Trade Mission. Oct. 20-Nov. 5.

SCANDINAVIA. Advanced Instrumentation Trade Mission. To maintain a high level of productivity and remain competitive, to enhance their strides in national health programs and to attain research goals, Denmark, Finland, Norway, and Sweden will continue to utilize instrumentation and computerized equipment. Members of the U.S. Advanced Instrumentation Trade Mission to Scandinavia will meet with buyers of this equipment. For detailed information call E. J. Wason, 202-967-2005. Instrumentation Trade Mission. Nov. 2-18.

AUSTRIA. Tourism Equipment Trade Mission. Austria is going all out to keep pace with competing neighbor countries in attracting tourist dollars. A market exists currently for equipment for use in hotels, motels, schools, factory and other institutional canteens and kitchens, in self-service feeding establishments including automatic beverage and food dispensers and automatic vending equipment; baking equipment; ovens and ranges; freezers, rotisseries, infrared grills, food and liquid mixers and blenders; icemaking and refrigeration equipment; air-conditioning equipment, and dishwashers. Also hotel planning, construction, organization, management, and financing; hotel, motel, and restaurant supporting services; development of resort areas; designing and "package offers" of sports facilities; franchising for hotels, restaurants and food servicing. Call Paul Mayer, 202-967-2232. Tourism Equipment Trade Mission. Nov. 7-21.

UNITED KINGDOM. Flow Automation Equipment. The high level of capital investment in Britain's processing industries and the heavy computer orientation of these new facilities are major factors contributing to the country's interest in the latest developments in electronic process controls, particularly those related to flow measurement, control and proportioning, blending and weighing equipment. The National Economic Development Office estimates that the increase in investment in manufacturing industries as a whole will be 10% in 1970, with investments in the chemical and petrochemical industries rising $750 million in 1970 and refinery investments approximately $225 million.

Imports of plant equipment are expected to continue to account for 15-20% of total plant investments and 33% of plant instrumentation. Particularly good market potential exists for mass flow measurement and blending devices and electronic/pneumatic — pneumatic/electronic converters. For complete information call Lee Swift, 202-967-4462. London Trade Center. Nov. 9-13.

JAPAN. Fluid Power Systems, Accessories & Controls. Continued rapid growth in demand for fluid power systems, accessories, and controls in Japan places increasing emphasis on advanced equipment. The U.S. industry manufactures a considerable range of fluid power equipment, including fluidic devices, which have high sales potentials in Japan. Japanese demands for imports in this field are expected to exceed $17 million this year, rising to $33 million in 1971. Call 202-967-4705. Tokyo Trade Center. Nov. 9-14.

FRANCE. Packaging Machinery & Materials. The International Packaging Exhibition, EMBALLAGE '70, is one of the principal European trade fairs for the packaging industry. The French market for packaging machinery has been expanding about 10% annually, and in 1968 France imported $24 million in packaging machinery. Sales opportunities for U.S. suppliers of packaging equipment are developing as France modernizes its packaging industry. The need for better packaging in France is prompted by the expansion of self-service merchandising, and the integration of Common Market economies allowing France to export more food products to her EEC partners.

Commerce sponsored a successful exhibition at this biennial event in 1966. The 35 U.S. exhibitors reported sales of $2.3 million and 23 agency agreements. For further information telephone John Wolf, 202-967-3822. U.S. Commercial Exhibition, EMBALLAGE '70. Paris. Nov. 9-15.

SOUTH AMERICA. Pumps, Valves & Compressors Trade Mission. Firms producing and/or selling pumps, valves, compressors and related equipment including connectors and controls are invited to participate in a Trade Mission visiting Caracas, Sao Paulo, and Buenos Aires.

Although manufacturers of pumps and compressors in all three of the target markets tend to exclude some imports, the growth of industrialization is requiring imports of more complex equipment. In Brazil, expansion of the chemical and processing industries appears to be stimulating increased demands for such equipment. In Argentina petrochemical activity and expansion of oil production is creating new markets. Pumps and compressors are among Venezuela's chief im-

ports from the U.S. For further information call Larry Cozart, 202-967-2051. Pumps, Valves, and Compressors Trade Mission. Nov. 9-20.

GERMANY. Oceanology Equipment & Instrumentation. Research indicates that more than $115 million in public funds will be expended during the next few years in Germany on oceanology. The increasing number of scientists and technicians, an expansion of shore facilities, an increased number of research ships, the establishment of the German Commission of Oceanology, the participation of Germany in countless international organizations, the growing cooperation between governmental, academic, and private industrial sectors, and a booming economy are some of the reasons why the future development of oceanology in Germany appears favorable. For additional information call Andre Williams, 202-967-2425. U.S. Commercial Exhibitions, Interocean-70. Duesseldorf. Nov. 10-15

SCANDINAVIA. Industrial & Scientific Temperature Measurement and Control Equipment. The prime audience for this exhibition will be all scientific and research laboratories, the basic metals, pulp and paper, chemical, ceramics, glass and other industries concerned with the measurement and control of temperature during industrial processes. In Sweden there are over 300 companies and 30 independent research institutes using this equipment. Sales of many types of this equipment are increasing by over 20% a year.

Products which may be exhibited include: pyrometers and thermometers; thermocouples, transducers and other sensors; amplifiers, recorders and analyzers, breakdown and alarm systems, dataloggers and process control computers; analog computers; infra-red equipment; control valves and servo-mechanisms; electric furnaces, ovens, induction and dielectric heaters, as well as other related equipment.

The market for industrial process controls in Sweden was estimated at $35 million in 1969, and about 25% of this equipment was for temperature measurement and control. In a survey, 134 companies indicated that within the next five years, they would spend $330 million for process control instrumentation and $23 million for on-line computers. Most of this equipment is imported. Telephone John R. Crown II, 202-967-4421. U.S. Trade Center for Scandinavia, Stockholm. Nov. 16-21.

DENMARK. Printing & Bookbinding, Food Processing, Packaging Equipment. Buyers from a seven-country area will be attending the first U.S. sales event staged by Commerce in Denmark. Research reveals that a shortage of skilled labor coupled with increasing wages and production costs are stimulating a trend toward modernization in the printing and food industries. Printed material and processed foods are important export commodities of these countries. Therefore, producers are modernizing facilities not only to remain competitive in home markets, but in the international marketplace also.

Continued demand for automated equipment in both fields is forecast for the next several years. This seven-country area imported over $18 million of printing and bindery equipment from the U.S. in 1969 and over $16 million in food processing and packaging equipment. The exhibition will be mounted in two sections, one for printing and bookbinding equipment and the other for food processing and packaging machinery. For details call 202-967-4256. U.S. Solo Exhibition, Printing and Bookbinding, Food Processing and Packaging Equipment. Copenhagen. Nov. 17-22.

ITALY. Computer Terminals & Peripheral Equipment. As Italy's economy continues to expand, its businessmen are pushing plant modernization in an effort to rationalize industrial operations. As a result, it is expected that demand for real-time terminals and other peripheral equipment in Italy will greatly expand over the next few years. By 1972 there should be some 25,000 terminals in use in Italy. The Biennial International Instrumentation and Automation Exhibition, BIAS, is Italy's most important show in this field. In 1968 at the last BIAS, 658 exhibitors attracted 54,250 visitors, including 9,765 from outside Italy. For information, call 202-967-4508. U.S. Commercial Exhibition, BIAS. Milan. Nov. 20-26

SOUTH AMERICA. Food Processing & Packaging Machinery Trade Mission. Firms involved in the manufacture and/or sale of this equipment are invited to participate in a Trade Mission visiting Colombia, Panama and Costa Rica.

The Costa Rican economy is basically agricultural and economic growth will require increased processing of food. In Panama, the government has expressed strong interest in expanded earning opportunities for the rural population. Simultaneously the land reform laws tend to encourage large landowners into more rapid use of land. The combination should result in more food processing. Agriculture is an important part of the economic development plans of Colombia and processed foods are slated to play a role in their export expansion program. For information call Larry Cozart, 202-967-2051. Food Processing & Packaging Machinery Trade Mission. Nov. 29-Dec. 16.

TAIWAN. Equipment for Business & Industry. Paced by a dynamic manufacturing sector, Taiwan's economy continues to experience rapid growth. The nation's gross national product during 1968 increased by 10.3% in real terms over 1967 with an expected similar growth rate during 1969. The industrial sector has averaged an annual rate of increase of about 18%. Chinese businessmen and Government officials recognize the need to achieve higher quality standards of production to compete overseas.

Diversification into an increasingly wide range of sophisticated semi-finished and finished products is not only occurring, but finding their way into new geographic areas. Concurrent with this change in export product mix is a rapidly growing need for imports of advanced production equipment. This will be the second U.S. commercial exhibition in Taiwan.

Based on market research conducted in Taiwan, the exhibition will feature equipment for the metalworking, food processing and packaging, construction, and plastic fabricating industries; test, measuring, and quality control instruments; and office equipment. In addition, other product lines identified as having good sales possibilities in Taiwan that will be exhibited include equipment for the chemical, textile, electrical and electronic industries; heating, ventilation and air conditioning equipment; and power hand tools. For further information contact Don Schmadel, 202-967-5286. U.S. Commercial Exhibition. Equipment for Business and Industry. Taiwan. Nov 30-Dec 5.

FRANCE. Transducers. For a piece of a $10 million market that is growing at the rate of 20% per year and in which the customers think so highly of American-made transducers that 60% of the market buys U.S., there is little effective competition. The direction the transducer market in France is taking is toward considerable growth, forecast in the 6th French Development Plan. This is expected to release substantial funding in university research, hospital facilities, air and water pollution, noise pollution and oceanography. These are all prime targets for additional sales penetration by American transducers. To capitalize on this outstanding marketing opportunity, Commerce has scheduled an exhibition of Transducers at the U.S. Trade Center in Paris. Call 202-967-2795. Paris Trade Center, Dec. 1-5.

GERMANY. Dynamic Testing Equipment. The need for dynamic testing equipment is expanding at a rapid rate. In 1967, total German imports of electric and electronic dynamic testing equipment amounted to over $14 million, and in 1968, they rose to almost $19 million, a 34% increase in a single year. Call William Gains, 202-967-4073. Frankfurt Trade Center. Dec. 7-11.

SCANDINAVIA. Automotive & Boat Repair, Test Equipment. Repair parts and accessories will also be shown at this exhibition because the channels of distribution and end-users of repair equipment, materials ,and parts for these markets are the same. Products which may be exhibited include: tune-up kits, engine analysis equipment, dynamometers, wheel alignment testing apparatus, battery testers, automatic transmission testers, frame straighteners, head lamp aiming & test equipment, steam cleaning equipment brake testing equipment, tire recapping equipment, boat engine test wheels, ignition test equipment, fiberglass repair equipment & materials, replacement parts and accessories.

Half of this repair equipment is imported into Sweden, and U.S. manufacturers are well regarded for having products of high quality and advanced technology. In Sweden alone, the annual bill for automotive maintenance and repair totals over $440 million. Gasoline station chains, especially, are upgrading and expanding their repair shops and will spend about $5 million next year for equipment for this purpose.

In addition, the State inspection sta-

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tions and some repair shops are already beginning to place sizeable orders for engine emission analyzers. Total amount of automotive repair and test equipment to be purchased in Sweden alone next year should exceed $15 million. Swedish repairyards for boats are said to be inadequate and in need of modernization. Call Stanley Hays, 202-967-5751. U.S. Trade Center for Scandinavia, Stockholm. Dec. 7-12.

FRANCE. Materials for the Electronics Industry. The size of the French electronics industry is approximately the same as that of West Germany and Great Britain. Provincial figures indicate that industry sales advanced to a record $1.8 billion in 1969. Electronic components was the most buoyant sector of the industry during 1969 with an increase in sales of about 25%. The French Government is continuing its support of the electronics industry through Plan Calcul and Plan Composant. In order to remain competitive in world markets, French manufacturers of electronic equipment and components look to the United States for technologically advanced materials. For complete details on this event telephone Donald G. Johnson, 202-967-3352. Paris Trade Center. Jan. 18-22.

GERMANY. Chromatographic, Spectroscopic Instruments. Research indicates a $35 million market for chromatographic-spectroscopic instruments, with an annual market growth rate of 17%. There is a high usage ratio for chromatographic-spectroscopic instruments by industry, education and science. Germany's Federal Government has approved a $2.9 billion budget and allocations in it for industry, science and education are up 43% to $1.08 billion. Students familiar with chromatographic-spectroscopic instruments and methods are graduating from universities at an increased rate; in 1967, approximately 8,000 university students graduated from chromatographic-spectroscopic oriented courses. By 1980 the number of university students is expected to double from the current 496,000 to 1 million; also some 30 new universities are to be built by then. Call Don Schmadel, 202-967-4601. Frankfurt Trade Center. Jan. 18-22.

UNITED KINGDOM. Mini-Computing Equipment. The U.K. import market for computers and allied equipment is about $200 million and rising. U.S. exporters have about half of this market, and in the two-year period of 1967-69, U.K. imports from the U.S. advanced an estimated 33%.

Imports of small-sized systems are expected to rapidly replace imports of medium-sized systems over the next 5 years. Excellent sales prospects appear for both basic units and peripherals in the explosive market of newer, lower cost, mini-computing equipment. The exhibition will include mini-computers, desk top computers, sophisticated electronic calculators, data displays equipment, data collection and recording equipment, data terminals, and other elements of lower cost systems. Call Franc Manzolillo, 202-967-4443. London Trade Center. Jan. 25-29.

JAPAN. Test & Measuring Equipment, Instruments for the Electronics Industry. Japan's domestic consumption of these products reached a level of $94 million in 1968 and is expected to exceed $110 million in 1970. Imports accounted for 41% of total consumption or $38.8 million in 1968. All evidence indicates that the demand for U.S. manufactured test and measuring equipment and instruments will continue to grow, concomitant with an expanding electronics industry which experienced a 38% growth rate in 1969. A 26% increase is forecast for 1970.

Domestic producers of test and measuring products, with a limited number of design engineers on their staffs, have concentrated on the production of products which have a mass market, enabling imports to satisfy the demand for the sophisticated products. For details call Henry Watts, 202-967-4512. Tokyo Trade Center. Jan. 25-30.

SCANDINAVIA. Metal Parts Production Equipment. This promotion will be directed at the 10,000 companies in the four Nordic nations involved in production and finish of metal parts.

The four Scandinavian countries invest over $160 million annually for metalworking equipment, and about two-thirds of this market is in Sweden, which has a highly advanced metalworking and engineering industry very competitive in world markets. In addition, considerable amounts are spent for testing and quality control equipment. Half of the metalworking equipment they use is imported, and Swedish tariffs are very low (generally about 5-6%) for this equipment. In Finland and Norway, there are no tariffs for many types of metalworking equipment which are not produced in those countries on an industrial scale. For additional details on the market and participating in the January exhibition call C. E. Walls, 202-967-4256. U.S. Trade Center for Scandinavia, Stockholm. Jan. 25-30.

FRANCE. Vacuum & Cryogenic Equipment. The application of vacuum and cryogenic equipment for research and industrial purposes is developing rapidly. Sales of vacuum products, currently estimated at about $21-25 million, are growing at a rate of about 10-15% annually. Sales of cryogenic equipment are estimated at $5.4 million. The French Government is placing heavy emphasis on encouraging modernization to enable French manufacturers to compete in the duty-free Common Market.

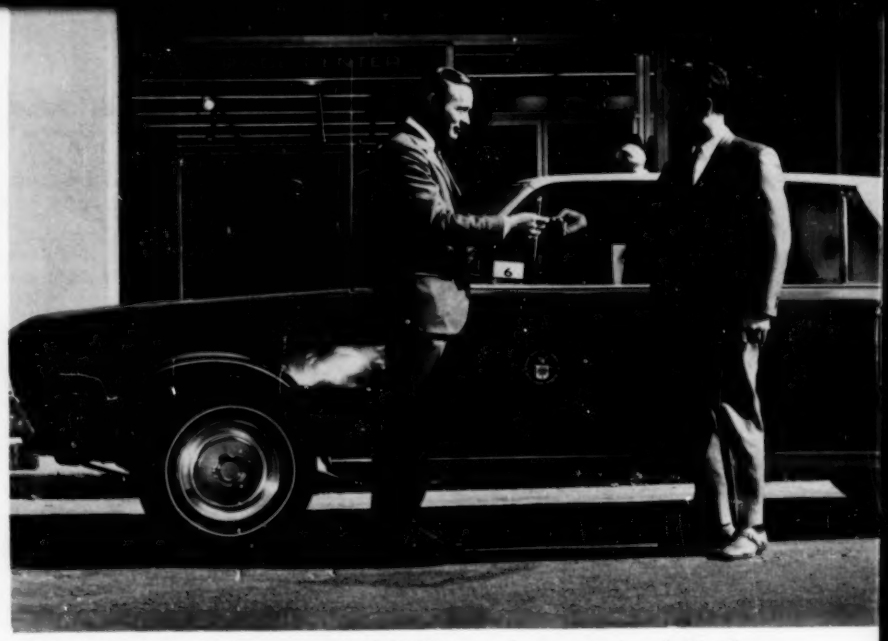
American equipment is highly regarded. Strong interest exists in the electronics and metallurgy field; two very important industries in France. Good sales prospects will also be found in the optical, pharmaceutical and plastics industries, as well as medical applications and French research laboratories. Call John L. Wolf, 202-967-3822. Paris Trade Center. Feb. 8-12.

GERMANY. Computer Display Equipment. German purchases of electronic data processing equipment during 1969 were estimated to climb to $1.2 billion by the end of 1974. More than 75% of German equipment in use is of U.S. design. Germany continues to be the largest market for U.S. exports of electronic data processing equipment.

U.S. exports have nearly tripled between 1966 and 1969 and future growth appears certain as recent U.S. technological breakthroughs particularly toward miniaturization continue.

Estimates indicate that additional installations of EDP equipment will bring this total to 8,000 by the end of 1970 and to over 17,000 by 1974. Contact Andre Williams, 202-967-2425. Frankfurt Trade Center. Feb. 15-19.

ITALY. Electromechanical Precision Parts. Electromechanical precision parts is a healthy and expanding sector of Italy's large electronic components market. In Italy today, there is a positive trend toward the use of advanced electromechanical precision parts in the produc-



TWO EVENTS AT THE NEW SYDNEY U.S. TRADE CENTER are in the accompanying schedule of overseas events. Director Chester E. Norris, Jr. (left) receives the keys to a staff car lent by Chrysler Australia Ltd.

tion of consumer electronics, automobiles, machine tools, household appliances, aircraft and aerospace equipment. Italian industry is expanding at an average of 12% annually; if this trend continues the market could expand well beyond the conservative $40 million forecast for 1970. For further information, call 202-967-5351. Milan Trade Center. Feb. 16-20.

UNITED KINGDOM. Training Aids for Business & Industry. The U.K. is the largest, fastest growing European market for training equipment and software. The Industrial Training Act of 1964 has involved almost all manufacturers in employee development. Industrial training has increased 25% with over 1.4 million employees being trained at any one time. Business schools are in a major growth phase and educational reform has quadrupled educational expenditures in the last 10 years. Training programs for educating computer systems designers, analysts, programmers and operators also offer an excellent market.

This exhibition of advanced training equipment and software will include systems for computer assisted instruction, teaching machines, training simulators, projection, tape, microfilm and transparency making equipment, VTR systems and the latest in educational software. Educational and training professionals in the business and industrial community, government, private training institutes, universities and business colleges, and other professional training organizations will be the focus of the promotional campaign. For details call Lee W. Swift, Jr., 202-967-4461. London Trade Center. Feb. 22-26.

JAPAN. Shipbuilding & Marine Equipment. Japan is the world's leading shipbuilder, launching 9.3 million gross-tons in 1969; it is also first in ship exports. At the same time, Japan is a major importer of shipbuilding and marine equipment, purchasing $47 million worth from overseas suppliers in 1969, of which $14 million came from the U.S.

Demands for oceanographic equipment are growing rapidly; and this equipment will also be featured in the exhibition. Imports rose from $3 million in 1967 to nearly $9 million in 1969.

Market research conducted in Japan identified good sales potentials for U.S. suppliers of the following equipment: navigation and communication, electronic, shipboard, marine (supplies), and oceanographic including professional scuba, current measuring systems, and depth recorders. For additional information call William E. Dawson, 202-967-5682. Tokyo Trade Center. Feb. 22-27.

SCANDINAVIA. Electronic Components. This will be the third specialized exhibition of electronic components to be held in the U.S. Trade Center for Scandinavia, and it will be directed to the electronic equipment manufacturers in the Nordic countries which produce over $1 billion of electronic equipment and import the great majority—over $200 million—of their requirements for components.

U.S. exports of electronic components to these companies jumped $9 million last year to a total of $35 million or 17% of the import market. Exports of many types of U.S.-made components to Scandinavia, such as integrated circuits and semiconductors, doubled and tripled last year. Scandinavian electronic equipment production is in a two-year boom.

Any type of electronic components as well as related testing and assembly may be shown. For more information call A. J. Beiring, 202-967-3713. U.S. Trade Center for Scandinavia, Stockholm. Feb. 22-27.

FRANCE. Plastics Production Equipment. Increasing industrial and consumer demand for plastics products is being translated into an expanding market for U.S. manufacturers of machinery, controls, and materials for plastics production. Excellent opportunities exist for a variety of American equipment, especially large production capacity injection presses, extruders and impregnating plants, as well as blown molding machinery for small thick-walled containers.

Apparent consumption of plastics production machinery in France topped $50 million last year, less than half of which was satisfied by domestic production. For further information, call 202-967-2835. Paris Trade Center. Mar. 1-5.

ITALY. Metal Finishing & Surface Treatment Equipment, Supplies. Italy boasts one of the world's finest automobile industries, also the world's third largest household appliances industry. The Italian steel industry has been growing steadily, while its electronics industry has been growing rapidly. These and other industries, in one of the healthiest economic climates in Western Europe, spent an estimated $25 million in primary items of metal finishing and surface treatment products in 1969.

Demands are growing and Italian purchasing interest is directed increasingly towards more advanced American products and processes. Fully automatic equipment, the most advanced painting and coating equipment, advanced test instruments, ultrasonic equipment, specialized solutions and finishes, and a number of new processes are some of the items sought. Call 202-967-3968. Milan Trade Center. Mar. 8-13.

AUSTRALIA. Graphic Arts Equipment. While the Australian GNP was setting records in 1969, the graphic arts industry was expanding even faster. Because domestic production is able to supply only 9-10% of the total market for printing and bookbinding equipment each year, industry must rely on imports. In 1969 these amounted to $25.5 million, of which U.S. exporters furnished a market-leading 34% share.

The success of U.S. firms in this field is largely attributed to the reputation they enjoy for producing modern machinery noted for its reliability, advanced technology, and minimum down-time. Australia has a large number of small and medium size circulation newspapers because of the widespread dispersion of its population. This becomes an important factor to U.S. firms seeking to enter into or to expand sales in the Australian market, because many of these papers are now switching from the conventional letterpress method of printing. For further information contact Max Miles, 202-967-4047. Sydney Trade Center. Mar. 15-19.

GERMANY. Analog & Digital Measuring, Recording Instruments. The market for measuring and recording instrumentation is strong and indications point to a steady growth. The total German market for this equipment grew approximately 40% during the 1967-69 period, from $120 million to over $168 million. Originally the center of the electrical measuring technique, West Germany has become an important customer for American manufacturers of measuring equipment, especially sophisticated, high precision types.

German industry, however, remains among the leaders in the field of standard electrical meters and measuring instruments and is a world competitor. Imports of measuring and recording instruments have been growing at an impressive rate —almost 46% in the 1967-69 period. For further information call 202-967-3088. Frankfurt Trade Center. Mar. 15-19.

JAPAN. Heating, Air Conditioning & Refrigeration Equipment. Demand in Japan for heating, air conditioning, and refrigeration equipment rose to almost $650 million in 1968, $37 million of which was imported from the U.S. Air conditioning and refrigeration equipment consumption tripled between 1966-68 while heating equipment demands doubled in the same period.

Prospects for further expansion of this market are excellent. The housing boom in Japan—3 million new starts in 1970 alone—is creating a new mass market for residential heating equipment. Local government and private sector concern about growing air pollution is stimulating development of plans for new heating and cooling systems which will use natural gas. This will require new high technology equipment available in the U.S. Commercial refrigeration demands continue to grow. Contact Maurice Shea, 202-967-4511. Tokyo Trade Center. Mar. 22-27.

FRANCE. Automotive Diagnostic & Service Equipment. France is on the verge of important developments in the areas of automotive safety and performance testing and servicing which will increase sales opportunities for U.S. manufacturers of a variety of equipment and instrumentation. The appearance of diagnostic centers, expanding services offered by major oil companies at hundreds of outlets, and the prospect of eventual obligatory periodic inspection of private vehicles in France are some major market factors.

Excellent sales prospects are reported for such diverse products as engine and chassis dynometers and various electronic testing instruments, car wash equipment, automatic tire changing and mounting machines, and exhaust gases emission monitoring devices. For further information call 202-967-2795. Paris Trade Center. Mar. 29-Apr. 2.

ITALY. Dairy Processing Equipment. The Italian dairy processing industry is at a turning point. The rising economy has increased the Italian people's standard of living, causing a marked increase in demands for dairy products. To improve production capabilities and meet new consumer demands, the dairy industry must modernize its production techniques by utilizing more technologically advanced equipment. Over $22 million was invested in equipment for the industry in 1967-69.

This exhibition will be held in the agricultural pavilion of the International Milan Samples Fair. Call 202-967-4508. Milan Trade Center. Apr. 14-25.

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SWEDEN. Pulp, Paper and Converting Equipment. Over 300 Scandinavian pulp and paper plants and numerous converters comprise an excellent market for the latest in U.S. machinery, controls, equipment and supplies. Swedish pulp and paper plants have been spending $200 million per year for new plants and equipment. The year 1969 witnessed new records in Swedish pulp and paper production as the industry operated at virtually full capacity. Total exports of paper and paperboard increased by 13% over 1968.

Scandinavian plants are forced by international competition to invest in modern, large-scale machinery. Sweden is undergoing modernization, capacity expansion and vertical integration of its pulp and paper industry. Products which may be exhibited include advanced pulp refining equipment, advanced waste paper cleaning systems, lead box and sheet forming machines, other advanced paper production machinery, paper coating machinery, paper converting machinery, such as winders, slitters, web control and inspection systems, and paper packaging machines, regulators and instruments for quality control and production, new board manufacturing resins, sizing agents and chemicals, water treatment equipment, electronic and computerized process controls and pollution control equipment. Call John R. Crown II, 202-967-4421. U.S. Trade Center for Scandinavia, Stockholm. Apr. 19-24.

FRANCE. Chemical Processing Equipment and Industrial Process Controls. The French chemical industry has an 8.5% growth rate; its output has nearly doubled in the last 6 years; capital investment is expected to be $750 million in 3 years, and $400 million in export sales opportunities for over five years is forecast. The French chemical industry has $4 billion to spend in the next five years on plant modernization and construction projects.

As one of the strongest sectors in the French industrial complex, the chemical industry leads the list consistently in annual growth and is now searching for the latest developments in plant automation and chemical processing equipment. Here is an opportunity to meet with French technicians and buyers in Europe's biggest chemical trade fair in 1971. For more information, call 202-967-2434. U.S. Commercial Exhibition. SALON INTERNATIONAL DE LA CHIMIE. Paris. Apr. 19-25.

FRANCE. Aerospace Equipment. Air transportation in Europe, both passenger and freight, is expanding rapidly. Ground support facilities are becoming strained to overcapacity. Many airports, modern a few years ago, are becoming obsolete. New supersonic jets and high capacity aircraft will aggravate the situation. The growth in air traffic is expected to create a strong demand for all types of aircraft, components and related support equipment. U.S. manufacturers in this field have excellent prospects for sales. The Paris Air Show offers a unique opportunity to show the latest in U.S. developments and promote the sale of U.S. equipment throughout the world. Call Charles M. Whitley, 202-967-4961. U.S. Commercial Exhibition, Paris Air Show. Paris. May 27-June 6.

SWITZERLAND. Environmental Pollution Control Equipment. Europe is more densely populated than the United States, and its industry has had a free hand for generations in polluting the environment. Only recently is public consciousness forcing governments to think seriously about enforcement of control laws. Switzerland plans to spend $2 billion within the current decade to clean up its water supplies.

France is pursuing control plans that will subsidize municipal water plants up to 70% of investment costs and industrial plants up to 50%. Belgium plans to spend $20 million in 1972 to protect underground and surface water. Italy, a serious offender, plans to catch up quickly with her neighbors to the north. PRO-AQUA PROVITA is Europe's best known trade fair in the field of environmental pollution control. Three hundred manufacturers exhibit regularly, and more than 40,000 key decision makers in European government and industry attend. Call 202-967-3822. U.S. Commercial Exhibition, PROAQUA PROVITA. Basel. June 8-12.

Space fully booked

The following exhibitions and trade missions, in which all exhibit space has been reserved, are still open for visits by interested industry representatives. U.S. firms with sales representatives in the exhibitions' or missions' market areas and exhibitors may wish to ask local businessmen to visit them.

The shows are: Electronic Data Processing Trade Mission, Belgium, The Netherlands, Sept. 12-26; Advanced Instrumentation Trade Mission, Eastern Europe, Sept. 13-26; Air Cargo Equipment and Forum, Frankfurt Airport (Offsite for Frankfurt Trade Center), Sept. 15-18; Instruments and Materials for the Plastics Industry, Tokyo Trade Center, Sept. 21-25; Analytical Instrumentation, Paris Trade Center, Sept. 22-26; Packaging Equipment, Machinery, Materials, U.S. Commercial Exhibition, Tokyo-Pak '70, Tokyo International Packaging Exhibition, Sept. 22-28; Production Equipment for the Electronics Industry, U.S. Solo Exhibition, Queen Elizabeth Building, Canadian National Exhibition Grounds, Toronto, Sept. 28-Oct. 1; Environmental Test Equipment, Stockholm Trade Center, Sept. 28-Oct. 3; Catering, Laundry & Hotel Maintenance Equipment, U.S. Commercial Exhibition, EQUIP'HOTEL, Paris, Oct. 8-19; Agricultural Machinery & Equipment, Bangkok Trade Center, Oct. 12-16; Air Conditioning & Refrigeration Equipment, Frankfurt Trade Center, Oct. 12-16; Pulp & Paper Processing and Conversion Machinery, Equipment, Milan Trade Center, Oct. 13-17; Electronic Computers and Peripheral Equipment, U.S. Solo Exhibition, Tokyo, Oct. 12-17; Industrial Assembly Equipment, Paris Trade Center, Oct. 19-23; ELECTRONICA '70, U.S. Commercial Exhibition, Munich, Nov. 5-11; Biochemical Test and Control Equipment, Sydney Trade Center, Nov. 9-13; Industrial Air Treatment Equipment, Frankfurt Trade Center, Nov. 9-13; Lasers & Electro-Optical Equipment, Milan Trade Center, Nov. 20-26; Medical Engineering Equipment, London Trade Center, Dec. 7-11.

Taiwan announces new measures to protect trademarks

Government actions will help U.S. firms to combat trademark piracy

The Taiwan Government has announced actions that will assist U.S. exporters in protecting their trademarks in Taiwan. The Government has agreed to:

► enforce strictly the Trademark Law and impose heavy penalties on those who pirate duly registered trademarks;

► instruct the Central Bureau of Standards to screen applications carefully and to reject applications for registration of foreign trademarks permission for the use of which had not been duly obtained from the original trademark owner;

► seek criminal action before the courts against those who deliberately utilize foreign trademarks without permission of the owner, and to ban the export of their products;

► require products produced in Taiwan utilizing foreign trademarks to be submitted for inspection to the Commodity Inspection and Quarantine Bureau and to require indication on their labels in both Chinese and English that they were "Made in the Republic of China". (This inspection would include a check of authenticity of the item.)

This action resulted after U.S. Government representatives in Taipei called the attention of Taiwan Government officials to the problem of piracy of American-owned trademarks in Taiwan.

Mexico drops Vendor's Declaration requirement

Effective immediately, the Government of Mexico has discontinued the requirement that the Vendor's Declaration, executed by U.S. shippers, be presented in order to clear goods through customs.

Elimination of this required document was facilitated by the cooperation between agencies of the Governments of the United States and Mexico whereby the exchange of statistical data makes possible close vigilance of foreign trade movements.

Investments, Licensing Opportunities

The Office of International Investment is presenting licensing and investment proposals from foreign firms in a new, time-conserving format to enable readers to pinpoint promising proposals in their fields of interest.

Each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification Manual. The specific product interests have been printed in bold type in each proposal to facilitate ready identification. The articles highlight the major features of each opportunity and include the name and address of the foreign company or the organization from which such information is obtainable.

U.S. firms interested in following up on specific opportunities are urged to write the Office of International Investment for complete details (see box). In addition, we shall continue to feature articles of general interest in the international investment field.

2033—UNITED ARAB REPUBLIC—Licenses to produce **canned vegetables, fruits, pickles, juices, ketchup and processed meat** under the trade name of U.S. firms. The General Organization for Industrialization, 6, Khalik Agha St., Garden City, Cairo, UAR. **P-70802.**

2400—VENEZUELA—Joint venture to exploit approximately 125,000 acres of **timber** in Zulia state. Site is located along a river which is navigable into Maracaibo Lake and near a new highway leading from Machiques to Colon. Such species as cedar, mahogany, apamate, baku, pardillo and zapatero are reportedly available in commercial quantities. Antonio Bencosme, Multi-Fianzas, C. A., Edificio Karam, Avenida Urdaneta, Caracas. WTD. **P-70785.**

2800 — FRANCE — A Paris chemical manufacturer seeks licensing rights to **chemical processes,** primarily for sale in Eastern Europe. The French firm has been dealing with East European chemical producers for about ten years. It manufactures nitrogen, nitric acid, petroleum gases, catalyzers and nitrogenous fertilizers. Societe Chimique de la Grande Paroisse, 8 rue Cognacq-Jay, Paris 7. WTD. **P-70788.**

2851—BELGIUM—License to manufacture **house paints and industrial lacquers.** Firm currently produces paints, varnishes and lacquers. Daniel Libert, Managing Director, LIBERT Gebroeders, Nekkerputstraat 133, Ghent. WTD. **P-70791.**

3400, 3500, 3600—ENGLAND—Manufacturer of **generating and lighting equipment, centrifugal pumps, gas turbines, aircraft starting and servicing equipment, metal drums and steel silos** seeks licenses to expand product range. Established 1839; has four branches; employs 986 and 20 salesmen. J. V. Thomas, Group Sales Director, Braby Group Ltd., Cowley Mill Rd., Uxbridge, Middlesex. WTD. **P-70797.** Brochure on firm's product line available on loan from the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

3443, 3491—GERMANY—Seeks licenses to expand current production line of **steel drums, fuel stations, tanks, vessels and containers for the food and beverage, chemical and petroleum industries.** Firm currently manufactures, exports and imports the above products. Established 1855; employs 1,800 and 150 salesmen. Schwelmer Eisenwerk Mueller & Co. GmbH, 1 Loher Strasse, 5830 Schwelm, Germany. WTD. **P-70796.** Brochure on firm's product line available through the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

3449 — ARGENTINA — Licensing arrangement for the **manufacture of prefabricated houses using steel frames.** Argentine company now large manufacturer of metal tanks, boilers, transmission towers and railway cars. Firm hopes to be able to fabricate pre-fab houses which can be sold for about $7,500. Orlando Caro, General Manager, Construcciones Metalicas Argentinas S.A.I.C. (COMETSARA), Av. Leandro N. Alem 619, Buenos Aires. **P-70804.**

3449, 3585—NETHERLANDS—License to manufacture and sell prefabricated **cold storage plants, cold rooms and cold storage doors.** Company now specializes in production and installation of thermic, acoustical and protective insulation material and also has parent company with interests in steel, chemical and plastic industries. For additional details write the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230. WTD. **P-70801.**

3540 — YUGOSLAVIA — Established machine tool group seeks **technical and financial collaboration** for expansion of its production to include **modern, program-controlled and NC machine tools for turning, milling and boring.** Company employs 3,200; main plant in Zagreb and factories in Switzerland, West Germany and Chile. It currently accounts for 60% of the machine tool production of Yugoslavia and 90% of the Yugoslavian export of machine tools. Dipl. Eng. Kresimir Varljen, Technical Director, or Dipl. Eng. Anton Hrabric, Director for Development, Provomajska Machine Tool Manufacturers, Zitnjak, Zagreb, P.O. Box 102. WTD. **P-70800.**

3567—ENGLAND—License sought for production of **pneumatic dryers.** Presently manufactures gas generators and gas dryers. Established 1965; employs 22. Douglas M. Dovey, Chairman, United Stuart Efco Ltd., Sheerwater, Woking, Surrey. WTD. **P-70795.**

3567—GERMANY—Licenses to manufacture and market newly developed types of **heating equipment** for use in chemical industry. Company distributes electric heating devices for drums and containers utilized in chemical production and lifting and conveying equipment. Established in 1919, it employs 30 plus 21 salesmen. Will & Hahnenstein GmbH, Box 342, 5900 Siegen. WTD. **P-70786.**

3589, 3561, 3599—NETHERLANDS—A Dutch firm engaged in shipbuilding and engineering activities seeks to diversify. It is interested in license to manufacture **anti-pollution and sewage disposal equipment** for industrial and household use, including anti-pollution devices for attachment to internal combustion engines. Also **centrifugal and reciprocating compressors and hydraulic cylinders** from 2″ to 20″ bore. The company operates five plants in Holland. H. Poutsma, General Manager, American Chamber of Commerce in the Netherlands, Laan van Meerdervoort 55, The Hague. **P-70793.**

3622—NEW ZEALAND—License to manufacture **electronic industrial control equipment** such as timers, liquid level controls and general process controls. Firm currently produces electronic mechanical counters, metal detectors and timing devices. Has capabilities in wiring, armature winding and general electrical installation. David Parlour, Assistant

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Managing Director, Wm. J. Parlour Ltd., 16-18 Arthur St., Auckland 1 (Postal address: P. O. Box 7165, Auckland 1), New Zealand. WTD. **P-70783.**

3622, 3642 — SWITZERLAND — Licenses to manufacture **electronic industrial automation controls and interior lighting fixtures for large spaces.** Firm is a producer of industrial controls and lighting equipment. Operates well-equipped manufacturing facilities. Has excellent financial standing. P. W. Zahner, Infranor SA, 23 route des Acacias, 1211-Geneva 24. WTD. **P-70792.**

3842 — SWITZERLAND — License to produce **irradiation protection materials and equipment.** Firm manufactures industrial controls and lighting equipment. Is affiliated with important group of Swiss companies. Has well-equipped production facilities. P. W. Zahner, Infranor SA, 23 route des Acacias, 1211 Geneva 24, **Switzerland.** WTD. **P-70787.**

3949 — ENGLAND — Manufacturer of stationary and portable **gymnasium equipment** seeks license or agency representation to make products complementary to its present line. Equipment would be marketed in U.K. or Europe. Firm also distributes trampolines, mats and related apparatus. Niels Larsen & Son Ltd., Richmond Works, Selby Rd., Garforth, Leeds, LS25 1LY. WTD. **P-70794.**

3949—KOREA—Joint venture to manufacture fishing equipment. Firm in Pusan seeks American equity partner to provide 50% capital and technical know-how in the production of **fishing hooks, snelled hooks, poppers, flies, jigs, spinners and swivels.** Almost all raw material available from local sources. Firm proposes to export 90% of new production. The company established in 1945, employs 500 and has a daily production of over three million fishing hooks and pieces of tackle. Dae Yang Fishing Hooks Ind. Co., 320 Kamman Dong, Pusanjin-Ku, Pusan. WTD. **P-70798.**

7011—ITALY—Company to supervise the **construction and manage a modern 350-room hotel** planned on the Via Cassia in Rome. Property is about eight miles from the center of Rome and 20 miles from the Fiumicino Airport. Dr. Ing. Giantomaso Garrone, Piazza Borromeo 12, 20123 Milan. **P-70799.**

7011—NETHERLANDS—Licenses for the establishment of at least 40 **motels and restaurants** on the national freeways of the Netherlands are sought by the Ministry of Transport and Waterworks. Site selection for these facilities is now underway but there will be no advance announcement of the exact location of the planned motels and restaurants to keep speculation to a minimum. It may be necessary to bid for each site, but it is also possible that all 40 motels will go to the same bidder. Interested firms desiring further information may write in English to Ir. F. van de Kerk, Directeur-Generaal, Hoofddirectie van de Rijkswaterstatt, van Hogenhoucklaan 60, 's-Gravenhage. **P-70803.**

U.S. potential in Korean coal mining industry reviewed; sales potential, tariffs listed

U.S. manufacturers of coal mining machinery and related equipment entering the Korean market may review a recent study prepared by the American Embassy in Seoul describing the current status of the Korean coal industry, prospects for the sale of U.S. mining equipment and listing import and tariff regulations.

The study also covers distribution channels and techniques used in marketing mining equipment in Korea and notes the role played by domestic producers. The names of several major Korean mining manufacturers who do not presently have licensing agreements or other ties with U.S. companies are mentioned in the report. An enclosure to the survey contains figures on Korean imports of mining equipment from 1965-69.

Interested U.S. firms may obtain a copy of this report from the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230.

For additional details

To obtain complete background information on the opportunities listed in this section or general assistance in investment abroad write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Andhra Pradesh agency for development aids firms investing in industry

U.S. firms contemplating investment in India may be interested in the activities of the Andhra Pradesh Industrial Development Corporation. To assist entrepreneurs and promote industrialization, the Andhra Pradesh State Government established the corporation in December 1960.

The firm's major fields of activity are: financial assistance to industry, direct promotion of selected industry, and technical consultation.

Under its financial assistance plan, any joint stock company in the private sector incorporated in India for establishing a new undertaking in Andhra Pradesh is eligible. By March 31 the corporation had granted assistance to more than 50 companies.

To assist private investors the corporation also provides technical assistance in the preparation of feasibility studies. Recent reports cover marine chemicals and development of auto ancillary industries.

Write: Sushil Kumar, Managing Director, Andhra Pradesh Industrial Development Corp., Fateh Maidan, Hyderabad, Andhra Pradesh, India. Pamphlets are available from the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

Mexico publishes report of investment opportunities

A new list of investment opportunities covering items in wide demand in Mexico was recently published by Mexico's Secretariat of Industry and Commerce. The list includes 751 industrial fields and was compiled on the basis of the value and the volume of imports and the feasibility of producing the items in Mexico.

The Secretariat invites investors to analyze the possibilities of the various fields on the list. The Industrial Development Office of the Secretariat will aid potential investors in determining the availability of raw materials, labor, suitable plant locations, etc. The Secretariat is expected to facilitate importation of necessary machinery for the listed industrial fields by issuing import licenses.

Further information concerning listed investment opportunities, requirements for establishing a business in Mexico, as well as information on facilities that might be obtained, can be secured from: Direccion General de Industrias, Secretaria General de Industria y Comercio, Avenida Cauahtemoc No. 80, 6° piso, Mexico 7, D. F.

Call for bids issued on power transmission line project north of Bangkok

The Electricity Generating Authority of Thailand has made a call for bids on the design, testing and manufacture of towers, including all materials except conductors, clearing right-of-ways, and construction and installation of approximately 255 kilometers of 230 KV double circuit transmission line. The line will extend from the Sirikit Power Plant 500 kilometers north of Bangkok to the Nakhon Sawan Substation, 250 kilometers north of Bangkok. Tender No. EGAT-SK-T4; bid deadline Oct. 22.

Tenders should be mailed to: General Manager, Electricity General Generating Authority of Thailand, Rama VI Bridge, Nonthaburi, Thailand with two copies also delivered to ACRES Western Ltd., 505-555 Burrard St., Vancouver 1, British Columbia, Canada, where copies of the specifications may be purchased for $30 per set.

Two sets of specifications, one for office review and one for loan, are available from the Construction and Building Materials Division, BDSA-645, Room 5611, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3602).

Australia extends bid deadline on Malabar waste water project

Firms interested in bidding on the Malabar Waste Water Treatment Works Project in Australia (See *Commerce Business Daily*, July 13, or INTERNATIONAL COMMERCE, July 27) are hereby notified that the Metropolitan Water, Sewerage and Drainage Board has extended the prequalification deadline from Aug. 11 to Sept. 22.

Broadcasting equipment desired by India; October bid limit set

The Directorate General, Supplies and Disposals, India, has issued Tender No. ES5/210/35/130 Cell-487 for the supply of broadcasting equipment. The bid deadline is Oct. 14.

Bids should offer 52 bi-directional microphones, 55 uni-directional microphones, 17 omni-directional microphones, six cardioid type and six talk-back type, 50 turntables with pickup and tone arm and four limiting amplifiers.

Copies of tender announcements and specifications are available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 at a cost of $2.50. A single copy is available on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

011 Field crop farms

01120—TAIWAN—Raw Cotton. United Co. (importer, agent), Rm. 1108 Wan Chee Bldg., 144 Hankou St., Section 1, Taipei 100. WTD in preparation.

01131—SPAIN—Food grains. Francisco Senon Llopis (Centro Internacional de Ofertas y Demandas) (agent), Maestro Clave, 2, Valencia (1). WTD 7/70.

01136—SPAIN—Dry beans, dry peas, other pulses. Francisco Senon Llopis (Centro Internacional de Ofertas y Demandas) (agent), Maestro Clave, 2, Valencia (1). WTD 7/70.

01140—TAIWAN—Tobacco leaf. United Co. (importer, agent), Rm. 1108 Wan Chee Bldg., 144 Hankou St., Section 1, Taipei 100. WTD in preparation.

01190—TAIWAN—Hops. United Co. (importer, agent), Rm. 1108 Wan Chee Bldg., 144 Hankou St., Section 1, Taipei 100. WTD in preparation.

012 Fruit, tree nut, vegetable farms

01226—SPAIN—Tree nuts, edible (including almonds, filberts, walnuts, chestnuts, etc.) Francisco Senon Llopis (Cen-

tro Internacional de Ofertas y Demandas) (agent), Maestro Clave, 2, Valencia (1). WTD 7/70.

019 Miscellaneous agriculture

01920 — SWITZERLAND — Vegetable, flower, grass seeds. TRACONSA AG (importer, distributor, agent), Rotbuchstrasse 42, 8600-Duebendorf. WTD 8/70.

204 Grain mill products

20411 — HONDURAS — Semolina; 1,000-2,000 bags monthly. Columbia Agencies-Mariano Aguilar O. (importer, distributor, agent), Colonia La Campana, Tegucigalpa, D. C. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

22210—ENGLAND—Synthetic fabrics in bold, multi-colored prints, suitable for production of ladies' loungewear, sleepwear, hostess wear. Cyril Came & Son (importer, distributor, agent), 105 Wentworth Ave., London, N3 1YN. WTD in preparation.

22218—AUSTRIA—Acetate rayon broad woven fabrics for lining of ladies' garments, 140 centimeters wide, 90-96 grams, 70-80 denier, piece-dyed, in pieces 40-50 meters. Dipl.-Ing. Alfred Kvasnicka (importer, distributor, commission agent), Helferstorferstr. 6, A-1010 Vienna. WTD in preparation.

224 Narrow fabrics, other smallwares mills

22410 — ENGLAND — Embroidery, lace, trimmings suitable for decorating ladies' underwear. Cyril Came & Son (importer, distributor, agent), 105 Wentworth Ave., London, N3 1YN. WTD in preparation.

225 Knitting mills, products

22513 — FINLAND — Women's finished seamless hosiery, including tights. Quotations c.i.f. or c.f. Helsinki terms. ELISYL, Mr. Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

22522—FINLAND—Men's finished seamless hosiery. Quotations c.i.f. or c.f. Helsinki terms. ELISYL, Mr. Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

22523—FINLAND—Boys', misses', children's seamless hosiery. Quotations c.i.f. or c.f. Helsinki terms. ELISYL, Mr. Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

22531 — FINLAND — Sweaters, knit jackets, and jerseys. Teen-agers' latest popular styles are of special interest. Quotations c.i.f. or c.f. Helsinki terms. ELISYL, Mr. Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

22532—FINLAND—Knit outerwear sport shirts. Teenagers' latest popular T-shirts are of special interest. Quotations c.i.f. or c.f. Helsinki terms. ELISYL, Mr. Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

22533 — FINLAND — Knit mini-skirts, swimwear. Quotations c.i.f. or c.f. Helsinki terms. ELISYL, Mr. Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

22541 — FINLAND — Men's, boys' knit underwear, nightwear. Quotations c.i.f. or c.f. Helsinki terms. ELISYL, Mr. Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

22542—FINLAND—Women's, children's knit underwear. Quotations c.i.f. or c.f. Helsinki terms. ELISYL, Mr. Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

22543—FINLAND—Women's, children's knit nightwear. Quotations c.i.f. or c.f. Helsinki terms. ELISYL, Mr. Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

232 Men's, boys' furnishings

23214—FINLAND—Men's, boys' woven sport shirts. Quotations c.i.f. or c.f. Helsinki terms. ELISYL, Mr. Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

23292—FINLAND—Men's, boys' athletic shorts of poplin. Quotations c.i.f. or c.f. Helsinki terms. ELISYL, Mr. Kalervo Kukka (agent), Kadetintie 14 A 2, Helsinki 33. WTD 6/70.

233 Women's, misses', juniors' outerwear

23350 — SWITZERLAND — Fashionable women's, misses', juniors' dresses for sale to department stores, retailers. Fenner AG (importer, manufacturer, agent), Luzernerstr. 54, 5616-Meisterschwanden. WTD 8/70.

23393—SWEDEN—Women's beach wear, bathing suits made of terry cloth or cotton. Henry Wallenberg & Co. AB (importer, agent), 6 Birger Jarlsgatan, S-103 81 Stockholm. WTD 8/70.

237 Fur goods

23710 — SWITZERLAND—Women's fur apparel, capes. coats, neckpieces, jackets. Fenner AG (importer, manufacturer, agent), Luzernerstr. 54, 5616-Meisterschwanden. WTD 8/70.

238 Apparel, accessories

23840—SWEDEN—Women's housecoats made of cotton, in white or pastel colors. Henry Wallenberg & Co. AB (importer, agent), 6 Birger Jarlsgatan, S-103 81 Stockholm. WTD 8/70.

23870 — SWITZERLAND — Fashionable women's leather, plastic, fabric apparel belts. Fenner AG (importer, manufacturer, agent), Luzernerstr. 54, 5616-Meisterschwanden. WTD 8/70.

242 Sawmills, planing mills

24261—ITALY—White oak floors, kiln-dried, tongued and grooved; thickness 25/32" and ¾"; width 2 and 2½"; length 20" and up; grade AA/AB. White oak parquets, rough sawn, shipping air-dried condition; thickness 1"; width 2.2½" and 3"; length 20" and up; grade 50%/50%. Timber, Importazione, Esportazione, Rappresentanze Legnami, di Paolo Fischer (importer, distributor, agent), 2/1 Via Bertola, Turin 10121. WTD in preparation.

285 Paints, varnishes, lacquers

28516—SPAIN—Marine paints. Alejandro Sanchez Ruiz (agent), Plaza del Caudillo, 1, Cartagena, Murcia. WTD 7/70.

28516—SPAIN—Marine paints. Suministros Beca (agent), Simon Bolivar, 22, Bilbao (13). WTD 7/70.

28516—THAILAND—Automotive paint. Requests catalogs, c.i.f. Bangkok prices. Thai Sri Charoen Ltd. Partnership (importer, distributor), 554 Rama IV Rd., Soi Kitpanich, Sapan Luang, Bangkok. WTD 5/70.

287 Agricultural chemicals

28710—PAKISTAN—Fertilizers including triple-superphosphate, potassium muriate. Development Services Ltd. (agent), 16 Motijheel Commercial Area, Dacca-2, East Pakistan. WTD 4/70.

28710 — SWITZERLAND—Mixed fertilizers, superphosphates. TRACONSA AG (importer, distributor, agent), Rotbuchstrasse 42, 8600-Duebendorf. WTD 8/70.

28712 — PAKISTAN — Fertilizers. Requests catalogs, quotations c&f Karachi. Enterprises Neemacia (agent), 14, Zamindar Bldg., Campbell St., Karachi. WTD 3/70.

28790—PAKISTAN—Agricultural pesticides. Development Services Ltd. (agent), 16 Motijheel Commercial Area, Dacca-2, East Pakistan. WTD 4/70.

28790 — SWITZERLAND — Insecticides, herbicides, fungicidal preparations, agricultural chemicals, botanical preparations, seed treatment compounds, week killers. TRACONSA AG (importer, distributor, agent), Rotbuchstrasse 42, 8600-Duebendorf. WTD 8/70.

314 Footwear, except rubber

31411 — THAILAND — Shoes, leather, men's. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, distributor, department store), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

31414—THAILAND—Shoes, leather, women's. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, distributor, department store), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

331 Steel mill products

33125—SWEDEN—Steel wire. Nyqvist & Berg AB (importer, distributor, agent), Box 72, S-401 21 Goteborg. WTD 8/70.

33127—SWEDEN—Cold-rolled steel sheet and strip. Nyqvist & Berg AB (importer, distributor, agent), Box 72, S-401 21 Goteborg. WTD 8/70.

332 Iron, steel foundries

33211—FINLAND—Molds and stools for heavy steel ingots, gray iron. O. Y. Lux A.B. (Jarl Jagerroos, Managing Dir.) (importer, distributor, agent), Mannerheimintie 18 A 18, Helsinki 10. WTD 8/70.

342 Cutlery, hardware

34291—SPAIN—Marine hardware. Sumi-

nistros Beca (agent), Simon Bolivar, 22, Bilbao (13). WTD 7/70.

34291—SPAIN—Marine hardware. Alejandro Sanchez Ruiz (agent), Plaza del Caudillo, 1, Cartagena, Murcia. WTD 7/70.

343 Heating apparatus, plumbing fixtures

34330—HONG KONG—Nonelectric heating equipment. Hong Kong L. P. Gas Co., Ltd. (importer, distributor, agent), 40 Waterloo Rd., 2nd floor, Kowloon. WTD in preparation.

352 Farm machinery

35224—FRANCE—Farm machinery such as manure spreaders, agricultural hydraulic loaders, similar equipment. Descriptive literature, price lists requested. Goyer Omer (Etablissements) (importer, distributor, manufacturer), Zone Industrielle, 79 Thouars. WTD 11/69.

35228 — SWITZERLAND — Insecticide spraying, dusting equipment. Traconsa AG (importer, distributor, agent), Rotbuchstrasse 42, 8600-Duebendorf. WTD 8/70.

354 Metalworking tools

35480 — SWITZERLAND — Automotive maintenance equipment; especially power driven tools, similar items. Electric GmbH (distributor, agent), Raffelstrasse 25, 8021-Zurich. Attn: Mr. G. Schwyn. WTD 7/70.

355 Special industry machinery

35540—INDIA—Paper converting equipment of all types including laminating, coating, extrusion coating, metal coating, waxing and bitumenising machines. Indo-Europa Trading Co. Private Ltd. (importer, manufacturer, agent, retailer), Bhupen Chambers, 9 Dalal St., Fort, Bombay 1 BR. WTD 8/70.

35550 — INDIA — Sheet-fed and reel-fed offset printing machines of all types, rotary printing machines for business forms, other continuous stationery, sheet-fed rotary printing machines, book sewing machines, letterpress cylinder printing machines of larger sizes and process block making and photo-litho plate making cameras and equipment. Indo-Europa Trading Co. Private Ltd. (importer, mfg., agent, retailer), Bhupen Chambers, 9 Dalal St., Fort, Bombay 1 BR. WTD 8/70.

35592—FINLAND—Foundry machinery, equipment. O.Y. Lux A.B. (Jarl Jagerroos, Managing Dir.) (importer, distributor, agent), Mannerheimintie 18 A 18, Helsinki 10. WTD 8/70.

35595—SPAIN—Petroleum refinery machinery, equipment. Alejandro Sanchez Ruiz (agent), Plaza del Caudillo, 1, Cartagena, Murcia. WTD 7/70.

358 Service industry machines

35851—AUSTRALIA—Ice making head fittings to be installed on local firm's own machines, capable of producing following quantities of ice flakes or ice chips over 24 hours: 660 lbs.; 1,000 lbs.; 1,200 lbs.; 1,510 lbs.; 2,300 lbs.; 3,410 lbs.; and 4,380 lbs. Mr. Ince, Frigrite Ltd. (importer, distributor, manufacturer), 388 Bourke St., GPO Box 1652 N, Melbourne, Victoria 3000. WTD in preparation.

361 Electric transmission, distribution equipment

36110—SWITZERLAND—Electrical instruments for automobiles. Electric GmbH (distributor, agent), Raffelstrasse 25, 8021-Zurich. Attn: G. Schwyn. WTD 7/70.

364 Electric lighting, wiring equipment

36420 — SWITZERLAND — Special electric lamps, signals, lighting equipment and accessories for trucks, trailers, special cars etc. Electric GmbH (distributor, agent), Raffelstrasse 25, 8021-Zurich. Attn: G. Schwyn. WTD 7/70.

365 Radio, television receiving sets

36511—NETHERLANDS—Portable radio sets suitable for local market, especially radio-cassette recorder combinations. First-class quality essential. Agency for Benelux area. ARLINCO (Attn: Mr. C. van Schelven, Mgr.) (importer, agent, shipchandler), 50 Tuinlaan, or P.O. Box 188, Schiedam. WTD 8/70.

36512—SOUTH AFRICA—Portable television receiving sets. Group Agencies Ltd. (importer, distributor, agent), P.O. Box 10565, Johannesburg, Transvaal. WTD 7/70.

36514 — NETHERLANDS — Eight-track stereo cassette recorders and cartridges, especially compact cassettes type C-60, C-90, C-120; tape recorders; cassette recorders with or without radio. First-class quality essential. Exclusive agency for Benelux area. ARLINCO (Attn: C. van Schelven, Mgr.) (importer, agent, shipchandler), 50 Tuinlaan, or P.O. Box 188, Schiedam. WTD 8/70.

366 Communication equipment

36612—UGANDA—Teleprinters. Exclusive agency. Wilken Telecommunications (Uganda) Ltd. (importer, agent), P.O. Box 3842, Kampala. WTD in preparation.

36621 — UGANDA — Low-power SSB transmitters for remote and continuous operation. Exclusive agency. Wilken Telecommunications (Uganda) Ltd. (importer, agent), P.O. Box 3842, Kampala. WTD in preparation.

36623 — HONG KONG — Burglar alarm system. Hong Kong L. P. Gas Co., Ltd. (importer, distributor, agent), 404 Waterloo Rd., 2nd Floor, Kowloon. WTD in preparation.

36624—ISRAEL—Electronic navigational aids, all kinds. Exclusive agency. M.T.I. Engineering Ltd. (distributor, agent), 4 Hilazon St., Ramat-Gan. WTD 7/70.

36624—SPAIN—Electronic navigational aids, especially for vessels. Suministros Beca (agent), Simon Bolivar, 22, Bibbao (13). WTD 7/70.

36625 — ISRAEL — Electronic search/detection equipment, systems, instrumentation, components, including radar, infrared and sonar. Exclusive agency. M.T.I. Engineering Ltd. (distributor, agent), 4 Hilazon St., Ramat-Gan. WTD 7/70.

36625—SPAIN—Electronic search and detection apparatus. Suministros Beca (agent), Simon Bolivar, 22, Bilbao (13). WTD 7/70.

36626—ISRAEL—Electronic military, industrial and commercial equipment, all kinds. M.T.I. Engineering Ltd. (distributor, agent), 4 Hilazon St., Ramat-Gan. WTD 7/70.

36626—SPAIN—Electronic military, industrial, and commercial equipment, n.e.c. Suministros Beca (agent), Simon Bolivar, 22, Bilbao (13). WTD 7/70.

367 Electronic components, accessories

36730—ISRAEL—Electron tubes/transmittal, industrial and special purpose. Exclusive agency. KODEM-KOL Ltd. (importer, commission agent), 59 Bialik St., Ramat-Gan, P.O. Box 10085, Tel Aviv. WTD in preparation.

36740 — ISRAEL — Integrated microcircuits: semiconductors; transistors; diodes, rectifiers; other semiconductor devices (solar cells, zener diodes, parts, etc.) Exclusive agency. KODEM-KOL Ltd. (importer, commission agent), 59 Bialik St., Ramat-Gan, P.O. Box 10085, Tel Aviv. WTD in preparation.

36740 — NEW ZEALAND — Solid state semiconductor devices to meet own production requirements and for resale. Exclusive agency. Wm. J. Parlour Ltd., Attn: David Parlour, Asst. Managing Dir. (importer, distributor, manufacturer), 16-18 Arthur St., P.O. Box 7165, Auckland 1. WTD in preparation.

36790 — FINLAND — Electronic components for color television receivers. E. Hanslin & Co. Ky. (Lasse Suuronen) importer, distributor, agent), Temppelikatu 19 D, Helsinki 10, WTD 12/69.

36790 — ISRAEL — Capacitors for electronic applications; coils, transformers, reactors, chokes, other components, accessories including parts for electron tubes. Exclusive agency. (importer, commission agent), 59 Bialik St., Ramat-Gan, P.O. Box 10085, Tel Aviv. WTD in preparation.

36790 — NEW ZEALAND — Electronic components, namely capacitors, resistors, coils, transformers, reactors, chokes, integrated circuits. Exclusive agency. Wm. J. Parlour, Ltd., Attn: David Parlour, Asst. Managing Dir. (importer, distributor, manufacturer), 16-18 Arthur St., P.O. Box 7165, Auckland 1. WTD in preparation.

369 Electrical machinery, equipment, supplies

36920—NETHERLANDS—U.M. dry cell batteries for transistor radio sets. Exclusive agency for Benelux area. ARLINCO (Attn: C. van Schelven, Mgr.) (importer, agent, shipchandler), 50 Tuinlaan, or P.O. Box 188, Schiedam. WTD 8/70.

36940 — SWITZERLAND — Electrical equipment, apparatus, accessories of all kinds for automobiles. Electric GmbH (distributor, agent), Raffelstrasse 25, 8021-Zurich. Attn: Mr. G. Schwyn. WTD 7/70.

381 Engineering, laboratory, scientific, research instruments

38112 — TAIWAN — Laboratory instruments. John's Union Enterprise Co., Ltd. (agent), 11-2, Lane 32 Shuang Cheng St., Taipei 104. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

38216 — NETHERLANDS — Technical measuring instruments. Exclusive representations. Depex N.V. (importer, distributor), 85 Steenstraat, P.O. Box 27, De Bilt. WTD 8/70.

384 Surgical, medical, dental instruments

38410—NETHERLANDS—Surgical and medical instruments and apparatus, hospital equipment, particularly blood and blood clotting testers, transducers, rehabilitation equipment, etc. Exclusive representations. Depex N.V. (importer, distributor), 85 Steenstraat, P.O. Box 27, De Bilt. WTD 8/70.

38410—TAIWAN—Surgical, medical instruments and apparatus. John's Union Enterprise Co., Ltd. (agent), 11-2, Lane 32 Shuang Cheng St., Taipei 104. WTD in preparation.

386 Photographic equipment, supplies

38615 — THAILAND — Photographic printing equipment for use in daylight requiring no dark room, for processing both color and black and white roll papers of 3½ in. by 500 ft., with printing size of 9 x 13 cm.; automatic developing equipment for color films of every size, and roll papers. Requests catalogs, brochures, c.i.f. Bangkok prices. Nanthavichitr Co., Ltd., (importer, distributor), 252-8-9 Silom Rd., P.O. Box 752, Bangkok. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

221 Broad woven fabric mills, cotton

22100 — PHILIPPINES — Hand-woven fabric specialities. Sunmoonlite Marketing, Inc. (distributor, importer, indentor), Suite 315 Rosario Bldg., Rosario St., Manila. WTD in preparation.

231 Men's youths', boys' suits, coats, overcoats

23100—NEPAL—Men's ready made garments of pure silk fabrics. Design and sizes as per customers specifications. Oriental Services Pvt. Ltd. (exporter, manufacturer), Meera Home, P.O. Box 251, Kathmandu. WTD in preparation.

233 Women's, misses', juniors' outerwear

23300 — HONDURAS — Thirty tons of antimony, 48% pure, at $1,000 per ton placed in San Pedro Sula. Ing. Zacarias Bendeck, Distribuidora de Repuestos, S.A. (DIRESA) (distributor), Apartado Postal 55-C, Tegucigalpa, D. C. WTD 6/70.

Highway project in Jordan open for construction contractors to submit prequalifications

The Government of Jordan is inviting contractors which are interested in the the construction of a highway between Amman and Zarqa to register for prequalification. The highway is 18.5 kilometers of 4-lane surfaced highway and construction is to be extended over 27 months beginning in early 1971.

Quantities involved are: (1) 1.6 million cubic meters excavation, (2) 200,000 cubic meters of crushed aggregate in sub-base and base, (3) 47,000 metric tons of 6.5 cm hot mix bituminous surface, (4) 22,000 metric tons structural concrete, and (5) 12,000 line meters concrete pipe culverts. The Government of Jordan has applied for a credit from the International Development Association for financing of the project, which has an estimated value of more than $1 million. The prequalification deadline is September 15.

Civil engineering contractors interested in bidding on this work should forward their names to Adel Shamayleh, vice president, Jordan Development Board, P.O. Box 555, Amman, Jordan.

Telecommunications equipment sought for Belgrade, Zagreb

The Yugoslav PTT, has issued a tender for the supply, installation, testing and commissioning of international automatic telegraph and telephone exchanges in Belgrade and Zagreb. The bid deadline is Dec. 8.

Copies of tender announcements and specifications are available only from the Community of Yugoslav Posts, Telegraphs and Telephones, Palmoticeva 2, Belgrade for U.S.$200 per set. A copy of the bid invitation is available on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(Telephone: 202-967-4823).

Argentina extends bid deadline on EDP accounting system

Gas Del Estado, Alsina 1170, Buenos Aires, Argentine-owned gas utility, announced a deadline extension for submitting bids on the installation of an EDP accounting system. The Aug. 18 limit is now Sept. 25.

Copies of conditions are available for 50 Argentine pesos. Request Tender No. 7765. (See INTERNATIONAL COMMERCE, June 18, p. 51 and June 22, p. 43; also *Commerce Business Daily*, May 18, p. 26 and June 19, p. 18.)

German task force issues plan to eliminate 'antenna jungles'

A campaign to eliminate "antenna jungles" was recently announced by the task force Radio Receiving Antennas, made up of West German Government officials, representatives of radio and TV stations, associations of the housing industry and other interested groups. The working group has issued a set of guidelines for party antennas, in which their advantages as compared to individual aerials are described.

Two brochures entitled "Richtlinien fuer Planung, Aufbau, Uebergabe, Wartung und Betrieb von Gemeinschaftsantennen-anlagen (Guidelines for Planning, Construction, Service and Operation of Party Antennas) and "Memorandum ueber Empfangsantennen-Anlagen fuer den Ton-und Fernsehrundfunk" (Memorandum on Receiving Antennas for Radio and Television) can be obtained in German for about US50¢ plus postage from Fachverband Empfangsantennen in ZVEI, 40 Urbanstrasse, 85 Nuremberg, Germany.

Bank in Libya to import pipes, motors, pumps, fertilizer, casings

The National Agricultural Bank of Libya is interested in importing chemical fertilizer, artificial rain pipes, diesel motors, electric pumps, generators, submersible pumps and well casings.

Firms interested in exporting these products should provide the following information to the Commercial and Agricultural Transaction Section of the Bank located at Omar Mukhtar No. 52, Tripoli: Quotations c.i.f. Tripoli; samples of the offered commodities to enable the necessary analysis; terms of payment; quantities available for delivery; type of technical assistance which could be offered and catalogs for each type of products.

Iran is interested in supply of telephone cable, accessories

The Telephone Company of Iran has issued Tender No. 49/11 for the supply of telephone cable and accessories. The bid deadline is Oct. 24.

Bids should offer 12,732 kilometers of cables and telephone network accessories.

Copies of the tender announcement and specifications are available from the Supplies Department, Sherkat Sahami Telephone Iran, Takht Jamshid Ave., Shiraz Square, Tehran for 2,000 rials (76.2 rials = U.S. $1) or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Biscuit plant will be constructed by Algeria; consultant sought

The Algerian State Enterprise for Industrial Projects, Societe Nationale d'Etudes et de Realisations Industrielles (SNERI), 1 Place Foucauld, Hydra, Algiers, seeks consultation services and technical assistance for construction and start-up operations of a biscuit plant.

The plant is to have a yearly capacity of 15,000 tons. Interested firms should contact SNERI, enclosing literature on their operations.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

011 Field crop farms

01136 — PANAMA — Lentils. Requests prices. Almacenes La Competencia, S.A. (importer, distributor), P.O. Box 6504, Panama 5. WTD 1/70.

012 Fruit, tree nut, vegetable farms

01231 — PANAMA — Onions. Requests prices. Almacenes La Competencia, S.A. (importer, distributor), P.O. Box 6504, Panama 5. WTD 7/70.

019 Miscellaneous agriculture

01920—GERMANY—Flower, grass, and vegetable seeds. Direct purchase and agency. Julius Wagner GmbH (importer, distributor, manufacturer), 20 Eppelheimer Strasse, P.O. Box 1880, D-6900 Heidelberg. WTD 8/70.

111 Anthracite

11112 — NETHERLANDS — Anthracite, for domestic and industrial use. Direct purchase for distribution throughout Benelux countries, West Germany, Ireland, Spain, Portugal. N.V. Interbrand (Attn: C. C. Grosfeld, Gen. Mgr.) (importer, distributor, exporter), 17 Baronielaan, or P.O. Box 628, Breda. WTD 6/70.

121 Bituminous coal, lignite mining

12112 — NETHERLANDS — Bituminous coal for domestic and industrial use. Direct purchase for distribution throughout Benelux countries, West Germany, Ireland, Spain, Portugal. N.V. Interbrand (Attn: C. C. Grosfeld, Gen. Mgr.) (importer, distributor, exporter), 17 Baronielaan, or P.O. Box 628, Breda. WTD 6/70.

195 Small arms

19512 — FRANCE — Pistols, revolvers, rifles, shot guns, for shooting and hunting; old-type arms and military surplusses. Roger Renaux (importer, distributor, retailer), 4 rue des Recolettes, 13-Marseille, 1er. WTD 6/70.

203 Canning, preserving foods

20331 — PANAMA — Canned fruits. Requests prices. Almacenes La Competencia, S. A. (importer, distributor), P.O. Box 6504 Panama 5. WTD 1/70.

20332 — PANAMA — Canned vegetables. Requests prices. Almacenes La Competencia, S. A. (importer, distributor), P.O. Box 6504, Panama 5. WTD 1/70.

221 Broad woven fabric mills, cotton

22115—GERMANY—Cotton material for men's pyjamas (50% cotton/50% manmade fiber). Direct purchase and agency. Correspondence requested in German. NOVILA Waeschefabrik GmbH (importer, manufacturer, exporter), 1 Jakobistrasse, P.O. Box 1148, D-7828 Neustadt/Schwarzwald. WTD 5/70.

225 Knitting mills, products

22532 — NETHERLANDS — Men's and boys' knit outerwear sport shirts; sporting goods. Booy Herenmode (retailer), 24-26 Noorderstraat, Emmen (Dr.). WTD 8/70.

228 Yarn, thread mills, products

22811—GERMANY—Textile yarns, cotton. Price quotations c.i.f. European ports. Correspondence requested in German. H. & H. Bork KG. Garne (importer, distributor, exporter), Am Gueterbahnhof, 41 Duisburg-Hamborn. WTD 8/70.

231 Men's, youths', boys', suits, coats, overcoats

23110 — NETHERLANDS — Men's and boys' suits, coats. Booy Herenmode (retailer), 24-26 Noorderstraat, Emmen (Dr.). WTD 8/70.

238 Miscellaneous apparel, accessories

23890—ISRAEL—Masquerade costumes, caps, accessories. Asher Aharonovitz (importer, distributor (wholesale)), 20 Mizrahi St., Tel Aviv. WTD in preparation.

239 Fabricated textile products

23926—NETHERLANDS—Hand woven Navajo Indian blankets. Uniproducts Trading Co. Attn. J. A. J. van Unnik, Mgr. (importer, distributor), 8-10 Ziedewij, Barendrecht. WTD 8/70.

242 Sawmills, planing mills

24211—SPAIN—Lumber, rough. A. Martinez Jarque (importer, distributor), Eduardo Bosca, 10, Valencia (11). WTD 7/70.

24212—SPAIN—Lumber, dressed, including ceiling, framing, partition, siding, etc. A. Martinez Jarque (importer, distributor), Eduardo Bosca, 10, Valencia (11). WTD 7/70.

249 Wood products

24911—SPAIN—Lumber, sawn. A. Martinez Jarque (importer, distributor), Eduardo Bosca, 10, Valencia (11). WTD 7/70.

24995 — NETHERLANDS — Fancy wood carvings, especially American Indian totems in different sizes, preferably in the 10-15 in. range painted in original colors. Uniproducts Trading Co. Attn. J. A. J. van Unnik, Mgr. (importer, distributor), 8-10 Ziedewij, Barendrecht. WTD 8/70.

282 Synthetic materials

28215—PHILIPPINES—Phenolic resins; PVC resins. Sunmoonlite Marketing, Inc. (importer, distributor, agent), Suite 315 Rosario Bldg., Rosario St., Manila. WTD in preparation.

28219 — PHILIPPINES — Polyethylene resins; polystyrene resins. Sunmoonlite Marketing, Inc. (importer, distributor, agent), Suite 315 Rosario Bldg., Rosario St., Manila. WTD in preparation.

28241—GERMANY—Textile yarns, noncellulosics. Price quotations c.i.f. European ports. Correspondence requested in German. H. & H. Bork KG. Garne (importer, distributor, exporter), Am Gueterbahnhof, 41 Duisburg-Hamborn. WTD 8/70.

283 Drugs

● **28300 — MALAWI** — The Government Medical Stores, Private Bag 10, Blantyre, has issued an invitation for bids for the supply of drugs and pharmaceuticals. Tender No. 708; bid deadline Sept. 24. Bids on 126 items are included: atropine sulphate .6 mgm/ml, 5 ml, 19,300 units; iron dextron 1/M 2 ml. 10,000 units; mersalyl maleate 50 mgm/2 ml. 5,000 units; morphine sulphate 15 mgm/ml. 6,000 units; pethidine Hcl. 50 mgm/ml, 9,000 units; water for injection I/V. 5 ml. 19,000 units. Copies of the tender are available from the Chemicals Division, BDSA-565, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3394). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **28300 — TUNISIA** — The Pharmacie Centrale de Tunisie, Ave. Charles Nicolle 51, El Menzah, Tunis, has issued an invitation for bids in French for the supply of drugs and pharmaceuticals. This invitation bears reference PROD/BK/RS/MPI/71 No. 19965 and calls for bids on upwards of 160 items; correspondence in French is preferred. Bid deadline is Oct. 20. The items on which bids are invited include acetylsalicylic acid granulated, 25,000 kgs.; salicylic acid, 800 kgs.; alcohol without aldehyde, 1,500 liters; benzyl benzoate, 1,500 kgs.; bismuth subnitrate, 3,000 kgs.; calcium carbonate, 1,000 kgs.; synthetic camphor, 1,000 kgs.; chloramphenicol powder, 600 kgs.; chlortetracycline crystallized, 450 kgs.; oxygenated water, 1,000 kgs.; sulfuric ether, 25,000 liters; extract for tincture of belladonna, 150 kgs.; anhydrous glucose, 12,000 kgs.; glycerin, 18,000 kgs.; castor oil, 4,000 kgs.; anhydrous lanolin, 10,000 kgs.; levomepromazine maleate, 30 kgs.; meprobamate, 500 kgs.; oxytetracycline, 1,200 kgs.; calcium pantothenate, 100 kgs.; phenylbutazone for injection, 100 kgs.; piperazine citrate, 250 kgs.; potassium sulfoguaiacolate, 600 kgs.; sodium bicarbonate for injection, 2,500 kgs.; sulfadiazine, 2,500 kgs.; vitamin B_1(thiamine), 200 kgs.; vitamin B_6(pyridoxine), 100 kgs.; vitamin C, 4,000 kgs.; and other items. Copies of the tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3394). A review copy of this tender will be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

28310 — SPAIN — Biological products. Francisco Soria Melguizo, S.L. (importer, distributor), Paseo de Extremadura, 13, Madrid (11). WTD 7/70.

28315—GERMANY—Veterinary biological products. Direct purchase and agency. Albert Albrecht KG (importer, distributor, exporter), 8 Hauptstrasse, D-7960 Aulendorf, Baden-Wuerttemberg. WTD

28330—SPAIN—Medicinals and botanicals. Francisco Soria Melguizo, S.L. (importer, distributor), Paseo de Extremadura, 13, Madrid (11). WTD 7/70.

XUM

28340 — **SAUDI ARABIA** — Drugs and pharmaceutical preparations, for human use, finished products. Direct purchase and agency. Abdul Aziz and A. Al-Mansoor (importer, distributor, agent), P.O. Box 2, Al Khobar. WTD 5/70.

28349 — **GERMANY** — Pharmaceutical preparations for veterinary use. Direct purchase and agency. Albert Albrecht KG (importer, distributor, exporter), 8 Hauptstrasse, D-7960 Aulendorf, Baden-Wuerttemberg. WTD 8/70.

28349—**TRINIDAD & TOBAGO**—Veterinary vaccines for direct import on continuing basis, and negotiate arrangements for representation on sole distributorship basis for local market as well as other British Caribbean territories. Harold Ashing & Co. Ltd. (importer, distributor, manufacturer), 3a Sea Lots, Port of Spain. WTD 7/70.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28445—**GERMANY**—Cosmetic preparations and articles suited for resale to drugstores, shops specializing in cosmetics, barbers, hairdressers, as well as department stores. Correspondence requested in German. M. DUB—Ueberseehandel, Schoeler & Wehrberger (importer, distributor), 16b Laurentiusbergstrasse, P.O. Box 130, D-6972 Tauberbischofsheim. WTD 8/70.

285 Paints, varnishes, lacquers, enamels

● 28500—**PAKISTAN**—Primer, chlorinated rubber, fast drying, 9,000 imperial gallons; enamel, coaltar pitch, 3,000 long tons; meeting BS4164 or equivalent standards; for coating natural gas pipelines; deliveries through 1971. Tender No. SN-1645/70; bid deadline Oct. 5. The Managing Director, Sui Northern Gas Pipelines Ltd., Monnoo House, 3 Montgomery Rd., P.O. Box No. 56, Lahore ★(202-067-3512). A review copy will be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

291 Petroleum refining

29117—**GERMANY**—Synthetic lubricating oils and greases. Prices c.i.f. European ports. W. F. van Laar KG (importer, manufacturer, exporter), 6 Dechenstrasse, 4030 Ratingen. WTD 8/70.

299 Petroleum, coal products

29920—**GERMANY**—Lubricating oils and greases (molybdenum-disulphide). Prices c.i.f. European ports. W. F. van Laar KG (importer, manufacturer, exporter), 6 Dechenstrasse, 4030 Ratingen, Germany. WTD 8/70.

29920 — **GERMANY** — Aerosols for rust removing and rust prevention. Direct purchase and agency. Alfred Schramm—Industrie—Beratung—Vertrieb (importer, distributor, consultant), 42 Marienstrasse, D-7000 Stuttgart 1, Baden-Wurttemberg. WTD 8/70.

314 Footwear, except rubber

31410 — **NETHERLANDS** — Currently fashionable men's, women's, and children's leather shoes. Maximum U.S. factory export price US $5 per pair. Delivery schedule: summer collection, no later than Mar. 1; winter collection, no later than Aug. 15. Forward one free sample which will be returned within two weeks. C.J.A. Birnie (importer, distributor), 561 Rodenrijseweg, Berkel (Z.H.). WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

● 32900—**IRAN**—400 emery stones, various sizes, and 600 fiber grinding wheels—6x178 mm. Tender No. 513/49; bid deadline Sept. 23. The Iranian State Railways, Tehran. Specifications available from the Metalworking Equipment Division, BDSA, Room 5890, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5652).

331 Steel mill products

33122—**SWEDEN**—Semi-finished shapes of steel. Nyqvist & Berg AB (importer, distributor, agent), Box 72, S-401 21 Goteborg. WTD 8/70.

33123—**FRANCE**—Stainless steel sheets, 2 to 10 mm. (0.0787 to 0.3937 in.), current quality, AISI 304 L; AISI 316 L; AISI 321. METALINOX (manufacturer), 273 Blvd. Danielle Casanova, 13-Marseille, 14eme. WTD 8/70.

33123 — **SWEDEN** — Tinplate and hot rolled sheet and strip. Nyqvist & Berg AB (importer, distributor, agent), Box 72, S-401 21 Goteborg. WTD 8/70.

333 Primary smelting, refining of nonferrous metals

33397—**ISRAEL**—Magnesium, cadmium, nickel, tin, titanium sponge, antimony, cobalt, molybdenum, other primary nonferrous metals, smelted or refined. Direct purchase and agency. JOBA (Israel) Ltd. (importer, manufacturer, agent), Commercial Dept., 53 Hapisga St., P.O. Box 3394, Jerusalem. WTD 4/70.

334 Secondary smelting, refining of nonferrous metals

33410—**ISRAEL**—Secondary nonferrous metals, all types. JOBA (Israel) Ltd. (importer, manufacturer, agent), Commercial Dept., 53 Hapisga St., P.O. Box 3394, Jerusalem. 4/70.

335 Rolling, drawing, extruding of nonferrous metals

● 33500—**THAILAND**—Aluminum conductor, bare, 795 MCM, 37 strand, 100,000 meters; aluminum conductor, bare, No. 2 AWG, 7 strand, 200,000 meters; aluminum service entrance cable, 100,000 meters. Bid deadline Oct. 9; Tender No. MEA-PSD-205. Purchase and Stores Department Division, Metropolitan Electricity Authority. 121 Chakraphet Rd., Bangkok 2.

342 Cutlery, hand tools, general hardware

34294 — **PHILIPPINES**—Builders' hardware such as door locks, door knobs, hinges. Sunmoonlite Marketing, Inc. (importer, distributor, agent), Suite 315 Rosario Bldg., Rosario St., Manila. WTD in preparation.

343 Heating apparatus, plumbing fixtures

34320—**PHILIPPINES**—Plumbing materials such as valves, cocks and bibbs. Sunmoonlite Marketing, Inc. (importer, distributor, agent), Suite 315 Rosario Bldg., Rosaria St., Manila. WTD in preparation.

344 Fabricated structural metal products

34460 — **PHILIPPINES** — Passenger stairs, manual (for aircraft) two; cabin service steps (maintenance) adjustable to 16 ft., four; passenger stairs, mobile, truck mounted, two; Skylanders Air Services Inc. c/o Jesus Ponticar, Rm. 804 Katigbak Bldg., A. Mabini St., Ermita, Manila. WTD in preparation.

351 Engines, turbines

● 35100—**PAKISTAN**—Supply nine each packaged gas turbine driver centrifugal compressor units 1,000 to 1,300 shaft horsepower at full speed, complete with auxiliary equipment. Units must be compatible for parallel operation with Solar Saturn units. Tender No. 1648/70; bid deadline Oct. 12. Manager Director, Sui Northern Gas Pipelines Ltd., Monnoo House, 3 Montgomery Road, Lahore, Punjab, Pakistan. IBRD financing. Specifications available from the Power & Electrical Equipment Division, U.S. Department of Commerce, BDSA, Room 5886C, Washington, D.C. 20230 ★(202-967-4188).

353 Construction, mining, materials handling machinery, equipment

35319—**SPAIN**—Graders, scrapers, rollers, off-highway trucks, trailers, wagons for construction work. Maquinaria de Obras Publicas, S.A. (importer, distributor), Nunez de Balboa, 85, Madrid 1. WTD 6/70.

35319 — **THAILAND** — Dredger, small portable suction type, for use on land or by divers in rivers or in shallow off-shore mining of tin, wolfram, antimony, or tantalum. Requests catalogs, brochures, c.i.f. Bangkok prices. Direct purchase and agency. Dr. Puey Keng Liam, Yip In Tsoi & Co., Ltd. (importer, distributor), 523 Mahaprutaram Rr., Bangkok. WTD 5/70.

35351—**GERMANY**—Lifting and conveying equipment for drums, containers. Prices c.i.f. European ports. Will & Hahnenstein GmbH (importer, distributor, exporter), Box 342, 5900 Siegen. WTD 7/70.

35351 — **PHILIPPINES** — Conveyor-loader, vehicle mounted, heavy duty, 2,500 lbs. capacity, two. Skylanders Air Servcies Inc. c/o Jesus Ponticar, Rm. 804 Katigbak Bldg., A. Mabini St., Ermita, Manila. WTD in preparation.

35370—**PHILIPPINES**—Baggage trailers, ½ tons 8'x4', steel deck with handparking brake, 32; baggage trailer tug, drawbar pull, 3,000 lbs., gas engine, four; pallet trailers; 10 pallet transfer trailer, one; mobile cargo lift; cargo transport lift. Skylanders Air Services Inc. c/o Jesus Ponticar, Rm. 804 Katigbak Bldg., A. Mabini St., Ermita, Manila. WTD in preparation.

354 Metalworking machinery

● 35400 — **MALAYSIA** — Machine shop equipment, including: nine gap bed lathes

—12" swing over bed, 24" between centers; one universal boring and drilling machine with 700x880 mm table; ½" heavy duty drills; one jib borer; one horizontal surfacing and boring machine-facing chuck model; and one vertical miller. Tender No. IP/T/3004/70; bid deadline Sept. 18. The Pengetua, Politeknik Ungku Omar, Jalan Dairy, Ipoh, Perak. Specifications are available from the Metalworking Equipment Division, BDSA, Room 5890, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5652).

● **35400 — PAKISTAN** — Metalworking machinery and accessories, including: five ½ h.p. drill presses; 15 ¼" portable electric drills; four sand blast cabinets; five mold hardness testers; 45 precision engine lathes—10" swing over bed, 36" between centers; tool holders; leak detectors; pressure recorders; etc. Tender No. S-12/194/B/69-69/II; bid deadline Oct. 27. Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2. Specifications are available from the Metalworking Equipment Division, BDSA, Room 4890, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5652).

35482—GERMANY—Electric tools, power driven hand tools, air compression tools. GUNI Maschinen GmbH (importer, distributor), 7 Stuttgart 1, Werastrasse 114. WTD 8/70.

35484—GERMANY—Tools and equipment for automotive maintenance. GUNI Maschinen GmbH (importer, distributor), 7 Stuttgart 1, Werastrasse 114. WTD 8/70.

355 Special industry machinery

● **35500—IRAN**—One unit electric bottle washing machine with an output of 1500-2000 bottles per hour. Tender No. 470/49; bid deadline Oct. 24. Ministry of Roads, Iranian State Railways, Teheran. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4327).

35513—MEXICO—Automatic packaging machinery for shrink pack wrapping and sealing of all types of fruit and vegetables on cardboard trays; capacity 30-60 packs per min. MIDCO, S. A., Attn: Henry Davis (retailer, chain stores), Av. Universidad 936, Mexico, D. F. WTD in preparation.

35521 — MEXICO — Loom for labeling tape, manufacturing, embroidering shirt labels. Ventiladores de Mexico, S.A. (manufacturer), P.O. Box #513, Calle 50 #509, Merida, Yucatan. WTD in preparation.

35540—FINLAND—Machinery for making paper sticks used for candy (e.g. lollipops). Piippo Oy (Ossian Piippo, vice director) (manufacturer), Lampaala. WTD in preparation.

35593—MEXICO—Extruder and machinery for manufacture of polyesterene bags, tubular and flat with offset printing, bag cutting, heat sealing, etc. Ventiladores de Mexico, S.A. (manufacturer), P.O. Box #513, Calle 50 #509, Merida, Yucatan. WTD in preparation.

35595—TAIWAN—Precision machine for making 14K or 18K gold necklace chains. Lee-Lin Enterprise Co., Ltd. (manufacturer), P.O. Box 13621, Taipei 1000. WTD in preparation.

356 General industrial machinery

● **35600—KENYA**—Supply of pumping plant comprising 5 no. fixed speed, electrically driven borehole type pump sets of varying sizes with combined total output of 2850 cubic meters per hour of water at a pumping head of approximately 160 meters water column together with associated control gear, cabling, valves, station pipework, etc. The pumps will be installed in a single pumping station and will pump untreated water from a river intake. Tender No. S1; bid deadline Oct. 19. The Town Clerk, City Council of Nairobi, P.O. Box 30075, Nairobi. Limited information is available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. ★(202-967-5585).

35614—PHILIPPINES—Air compressor, 250 cfm, diesel, one. Skylanders Air Services Inc. c/o Jesus Ponticar, Rm. 804 Katigbak Bldg., A. Mabini St., Ermita, Manila. WTD in preparation.

35673—GERMANY—Electric heating devices for drums, containers for use in chemical industry. Prices c.i.f. European ports. Will & Hahnenstein GmbH (importer, distributor, exporter), Box 342, 5900 Siegen. WTD 7/70.

35690—PHILIPPINES—Jack, fud fuselage, for DC-8, 50 and 60 series, tripod, cap. 20 Br. tons, one; jack, general purpose, wheel change jack trolley, cap. 45 Br. tons, one; jack, main wings tripod, cap. 50 Br. tons, two; jack, fwd fuselage, for B707 and 727, CV 880 and 990 tripod cap. 10 Br. tons, one; jack, aft fuselage, for B707, tripod, cap. 20 Br. tons, one. Skylanders Air Services c/o Jesus Ponticar, Rm. 804 Katigbak Bldg., A. Mabini St., Ermita, Manila. WTD in preparation.

358 Service industry machines

● **35800—IRAN**—Supply of one set steam laundry machine, 108 kgs. charge with accessories, including hydro extractors, dryer machine, ironer, for I.S.R. hospital. Tender No. 609/49; bid deadline Oct. 27. Invited by the Iranian State Railways, Tehran, Iran. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

35811—SOUTH AFRICA—Vending machines. Group Agencies Ltd. (importer, distributor, agent), P.O. Box 10565, Johannesburg, Transvaal. WTD 7/70.

35851—PHILIPPINES—Air conditioner, H-65, mobile less heater, with basic spare kit, three. Skylanders Air Services Inc. c/o Jesus M. Ponticar, Rm. 804 Katigbak Bldg., A. Mabini St., Ermita, Manila. WTD in preparation

35852—AFGHANISTAN—Room air-conditioners, household. Requests descriptive literature, price lists. Requests prices c & f Karachi with insurance up to Kabul. Ishan Mohammed Khwaja & Bros. (importer, distributor, agent), Mohammed Jan Khan Wat, Kabul. WTD 7/70 .

35857 — ISRAEL — Absorption cooling units, industrial, capacity 200 to 1,000 tons cooling per hr., for attachement to locally produced diesel generators. Bet-Shemesh Engines Ltd. (importer, manufacturer), P.O. Box 88, Bet-Shemesh. Attn: Y. Attali, Import/Export Mgr. WTD in preparation.

35892 — GERMANY — Refuse handling machinery for industrial, municipal uses. Prices c.i.f. European ports. Direct purchase and agency. Glesius, Friedrich Baugeraete (importer, distrib., agent), 3 Am Fallhammer, 4 Duesseldorf. WTD 7/70.

35892—GERMANY—Needle guns operated by compressed air for removal purposes. Direct purchase and agency. Alfred Schramm — Industrie-Beratung-Vertrieb (importer, distributor, consultant), 42 Marienstrasse, D-7000 Stuttgart 1, Baden-Wuerttemberg. WTD 8/70.

35892—GERMANY—Water preparation systems: small water softening, conditioning, and de-salting installations, related equipment. Freight arrangements as per agreement. Fried. Krupp GmbH, Kesselfabrik, Berlin (importer, manufacturer), 43 Essen 1, Postfach 12. WTD 9/69.

361 Electric transmission, distribution equipment

● **36100—KOREA**—Supply of scanning controller, thermovision camera set, over and directional current relays, lightning arresters, gate valves. Tender No. SLC-0145-P II; bid deadline Sept. 23. Invited by the Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **36100—PANAMA**—Supply three each diesel generator units, 200 KW; bid No. 245; deadline Sept. 14., and two each diesel generator units, 2,000 KW; Bid No. 249; deadline Sept. 18. Specifications available for US$5 from Instituto de Recursos Hidraulicos y Electrification (IRHE) PO. Box 5285, Panama 5, Republic of Panama. Specifications may be consulted at the Panamanian Embassy, Washington, D.C. (202-967-4188).

● **36100—PANAMA**—Supply two each 1500 kw power transformers. Tender No. 247; bid deadline Sept. 16. Specifications available for U.S.$5 from Instituto de Recursos Hidraulicos y Electrificacion (IRHE) P.O. Box 5285, Panama 5, Republic of Panama. Specifications may be consulted at the Panamanian Embassy, Washington, D.C. (202-967-4188).

362 Electrical industrial apparatus

36212—PHILIPPINES—Ground generator, heavy duty electric generator, 400 cycle, 120/208 V, 3-PH, equipped with ptional transformer-rectifier for both 28.5 and 112 V/D.C. 1500 amp.; gasoline; three. Skylanders Air Services Inc. c/o Jesus Ponticar, Rm 804 Katigbak Bldg., A. Mabini St., Ermita, Manila. WTD in preparation.

36220—SWITZERLAND—Electronic industrial automation controls. Infranor SA (importer, distributor, manufacturer), Attn: P. W. Zahner, 23 route des Acacias, 1211-Geneva 24. WTD in preparation.

XUM

363 Household appliances

36311 — AFGHANISTAN — Household cooking stoves, 220-v, small sizes principally. Ishan Mohammed Khwaja & Bros. (importer, distributor, agent), Mohammed Jan Khan Wat, Kabul. WTD 7/70.

36321—AFGHANISTAN—Electric household refrigerators, 220-v, small to medium size. Requests prices c.i.f. Karachi. Ishan Mohammed Khwaja & Bros. (importer, distributor, agent), Mohammed Jan Khan Wat, Kabul WTD 7/70.

36321—FRENCH WEST INDIES—Single unit stove, refrigerator, and sink combinations for installation in hotel (300 rooms); refrigerator for 220-v; two burner stove for use with butane gas. Mees et Compagnie (agent), P.O. Box 42, -17, Rue Frebault, Pointe-a-Pitre, Guadeloupe. WTD 8/70.

364 Electrical lighting, wiring equipment

● 36400 — THAILAND — Supply 1,300 each sets of epoxy resin-glass suspension post assemblies including fittings for use with two NEMA Class 52-3 suspension insulators, for direct attachment to square concrete pole by two through bolts of ⅝" diameter, eight inches apart in a vertical line. Tender No. MEA-PSD-204; bid deadline Oct. 2. Purchase and Stores Dept., Metropolitan Electricity Authority 121 Chakraphet Road, Bangkok 2, Thailand. Specifications available from the Power & Electrical Division, BDSA, U.S. Department of Commerce ★(202-967-4188).

36422 — SWITZERLAND — Commercial, institutional interior lighting fixtures for large surfaces. Infranor SA (importer, distributor, manufacturer), Attn: P. W. Zahner, 23, route des Acacias, 1211-Geneva 24. WTD in preparation.

365 Radio, television receiving sets

36511 — AFGHANISTAN — Transistor radios. Requests descriptive literature, price lists. Prices should include insurance, freight charges. Ishan Mohammed Kwaja & Bros. (importer, distributor, agent), Mohammed Jan Khan Wat, Kabul. WTD 7/70.

367 Electronic components, accessories

36740 — GERMANY — Thyristors. Prices c.i.f. European ports. Direct purchase and agency. Herbert M. Mueller (importer, distributor), 7 Poststrasse, 56 Wuppertal-Elberfeld. WTD 8/70.

36741—GERMANY—Integrated circuits. Prices c.i.f. European ports. Direct purchase and agency. Herbert M. Mueller (importer, distributor), 7 Poststrasse, 56 Wuppertal-Elberfeld. WTD 8/70.

36742—GERMANY—Transistors. Prices c.i.f. European ports. Direct purchase and agency. Herbert M. Mueller (importer, distributor), 7 Poststrasse, 56 Wuppertal-Elberfeld. WTD 8/70.

371 Motor vehicles

37112—PHILIPPINES—Lavatory service truck, self-propelled, two; food service truck, 5,000 lbs. cap., one; drinking water service truck, self-propelled, 320 gal., two. Skylanders Air Services Inc. c/o Jesus Ponticar, Rm. 804 Katigbak Bldg., A. Mabini St., Ermita, Manila. WTD in preparation.

381 Laboratory instruments

38112—SPAIN—Laboratory and scientific instruments, supplies. Francisco Soria Melguizo, S.L. (importer, distributor), Paseo de Extremadura, 13, Madrid (11). WTD 7/70.

382 Instruments for measuring, controlling, indicating physical characteristics

38213—SWITZERLAND—Electronic industrial process instruments. Infranor SA (importer, distributor, manufacturer), Attn: P. W. Zahner, 23 route des Acacias, 1211-Geneva. WTD in preparation.

384 Surgical, medical, dental instruments

38410—GERMANY—Veterinary instruments. Direct purchase and agency. Albert Albrecht KG (importer, distributor, exporter), 8 Hauptstrasse, D-7960 Aulendorf, Baden-Wuerttemberg. WTD 8/70.

38423 — SWITZERLAND — Irradiation protection materials, equipment. Infranor SA (importer, distributor, manufacturer), Attn: P. W. Zahner, 23, route des Acacias, 1211-Geneva 24. WTD in preparation.

393 Musical instruments, parts

39314—GERMANY—Electronic musical instruments. Radio-Musikhaus Barth & Co. (importer, distributor, manufacturer, retailer), 23 Rotebuehlplatz, D-7000 Stuttgart 1. WTD 8/70.

394 Toys, sporting goods

39410—BRAZIL—Toys and games in sufficient quantity to stock 60 department stores in time for Christmas sales. ULTRALAR S.A. Aparelhos e Servicos (retailer), Rua Brigadeiro Luiz Antonio 1343, Sao Paulo, SP. Attn: Joseph Kantor. WTD in preparation.

394 Toys, sporting goods

39410 — ISRAEL — Toy pistols, related items for masquerade. Asher Aharonovitz (importer, wholesale distributor), 20 Mizrahi St., Tel Aviv. WTD in preparation.

39493—NETHERLANDS—Indian arrows. Uniproducts Trading Co. Attn: J. A. J. van Unnik, mgr. (importer, distributor), 8-10 Ziedewij, Barendrecht. WTD 8/70.

399 Manufacturing industries

39999 — NETHERLANDS—Stuffed alligators, preferably from Miami area. Uniproducts Trading Co., Attn: J. A. J. van Unnik, mgr. (importer, distributor), 8-10 Ziedewij, Barendrecht. WTD 8/70.

Two modern dairy plants sought by Libyan industrial agency

The Libyan General Organization for Industrialization, El Fath St., P.O. Box 4388, Tripoli, has issued a Tender No. 1/1970, for delivery and erection of two identical modern dairy plants to produce sterilized milk, pasteurized milk and dairy products with a daily capacity of 30 tons of milk. The bid deadline is Oct. 3.

Specifications may be obtained for L£25 from the Libyan General Organization for Industrialization.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AFGHANISTAN—Abdul Habib Samadzada, A. H. Samazada Co., Kabul, **interested in finding market for Afghan sheepskin jackets and dried fruits.** 3rd week of Sept. via New York for 3-6 mos. c/o Dr. Nur Ali, president, The Trading Co. of Afghanistan, 126 W. 30th St., New York, N.Y. 10001. Itinerary: New York, Washington, D.C., Denver, San Francisco. WTD in preparation.

ARGENTINA—Losio Waza and Gabriel Isaac Zadunaisky, Plusferri Propaganda, Corrientes 1922, 3er Piso, Buenos Aires, **interested in meeting U.S. advertising officials to discuss representation agreement.** Sept. 10 via New York for 2 weeks. Itinerary: New York c/o Summit Hotel, 51st St. & Lexington Ave., New York, N.Y. 10022; San Juan. WTD in preparation.

ECUADOR—Luis Jurado Vaca, owner, La Predilecta, P.O. Box 197, Ambato, **interested in food and confectionery machinery to augment present production.** Aug. 17 via New York for 6 mos. Itinerary: New York c/o Carlos Jurado, 4554 Smart St., Flushing, N.Y. 11355; Chicago, Los Angeles c/o Gilberto Jurado, 1011 S. Plymouth Blvd., Los Angeles, Calif. 90019; Winchester, Va. WTD in preparation.

FRANCE—Jean Gaillon, Ets. J. Gaillon, Route de Nuits, B. P. 15, St. Georges-de-Reneins, **interested in obtaining licensing rights for manufacture of plastic kitchen furniture, plastic wall coverings and false ceilings by thermo-forming process and requesting technical information on plastic thermoforming using polystyrene acrynolitrile butadiene styrene or PVC material.** Sept. 12 via New York for 1 week. c/o Jean Paul Mochon, 144-66 Village Rd., Jamaica, L.I., N.Y. 11435. Itinerary: New York. WTD 4/70.

FRANCE—Jacques Merlin, Installations et Techniques Medicales-Midichirurgie, 148 rue Sainte Cecile, 13 Marseille 5, **interested in representing U.S. manufacturers of medical and surgical instruments, appliances and supplies and requesting technical information.** Sept. 10 via New York for 3 weeks. c/o French Trade Commissioner, Americana Bldg. 603, Houston, Tex. 77002. Itinerary: New York, Houston, Chicago, Washington, D.C., Philadelphia. WTD 7/70.

FRANCE—Robert Cox-Nicol, project manager, Consortium Parisien de l'Habitation, Parly 2, 78 Le Chesnay, **interested in large developments of single family houses (medium income), selling, product, site and services, financing.** Sept. 14 via Washington for 2 weeks. c/o Dean W. Flowers, Harvard Business School, Soldiers Field, Boston, Mass. 02163. Itinerary: Boston, New York, Chicago, San Francisco, New Orleans, Washington, D.C., Philadelphia, any other relevant city. WTD in preparation.

FRANCE—Michael Brousse, president, general manager, R. Brousse Fils, 21 rue Paul Masset, 66 Perpignan, **interested in importing and exporting fruit and vegetables and requesting technical information on merchandising.** Sept. 2 via New York for 16 days. c/o Commodore Hotel, 109 E. 42nd St., New York, N.Y. 10017. Itinerary: New York, Washington, D.C., New Orleans, Kansas City, Chicago. WTD 7/70.

GERMANY—Carl August Merckens and Heinz Roemgens, representing Merckens Lackchemie, 40 Friedenstrasse, 518 Eschweiler, **interested in arranging distribution of mirror protecting lacquers in the U.S. and requesting technical information on mirror fabricating techniques.** Early Sept. via New York for 3 weeks. c/o Richoux Co., Inc., Suite 80214, 1133 Broadway, New York, N.Y. 10010. Itinerary: New York, Chicago, San Francisco. WTD 3/70.

GUYANA—Joseph Anthony DaSilva, DaSilva's Watch & Clock Store, 67 Robb St., Lacytown, Georgetown, **interested in finding markets for manufactured equipment for exterminating mice and rats.** Sept. 14 via New York for 6 mos. c/o Mrs. Gloria Lewis, 1134 St. John's Place, Brooklyn, N.Y. 11213. Itinerary: Miami, cities in California, Michigan, Washington, WTD 7/69.

INDIA—V. M. Jogalekar, Maharashtra State Cooperative Bank, 9 Bakehouse Lane, Bombay 1, **interested in cooperatives including cooperative banks.** Sept. 3 via New York for 4 weeks. Itinerary: New York, Washington, D.C.; Sept. 8-25, Chicago c/o Cooperative League of the USA, 59 E. Van Burn St., Chicago, Ill. 60605, to attend Int'l Cooperative League Seminar; San Francisco. WTD in preparation.

ISRAEL—Asher Levy, gen. mgr., Pazgas Marketing Co., Ltd., 91 Ha'hashmonaim St., Tel Aviv, **interested in purchasing gas meters for LPG, conversion kits, engines and generators operating on gas, and seeing experimental work on gas-operated automobiles.** Sept. 3 via New York for 2 weeks. c/o S. Alexandroni, Economic Minister, Israel Supply Mission, 850 3rd Ave., New York, N.Y. (212-752-5600). Itinerary: Pittsburgh, Philadelphia, Milwaukee, others as required. WTD 10/69.

ISRAEL—Dr. Dov Izraeli, lecturer on marketing, Recanati School of Business, Tel Aviv University, Ramat-Aviv, **interested in meeting with appropriate officials of International Franchise Association or similar institutions in Chicago and New York in connection with his research work on franchising.** Sept. 11 via Chicago for 2 weeks. c/o J. L. Gewurz. 6525 Wilderton Ave., Apt. 705, Montreal, Que., Canada. Itinerary: Montreal, Chicago, New York, Boston, Montreal.

ITALY—Ing. Giuseppe Costa and Ing. Vincenzo Di Bella, Verrina S.p.A., Via Pra 76, 16158 Voltri, Genoa, **interested in negotiating manufacturing licenses for technologically advanced heavy machinery for the steel and automotive industries.** Aug. 26 via New York for 15-20 days. c/o Costa Line Inc., Chrysler Bldg., 405 Lexington Ave., New York, N.Y. 10017. Itinerary: New York, Washington, Pittsburgh, Cleveland, Detroit, Chicago, possibly Los Angeles. WTD 10/69.

NEW ZEALAND—J. M. Kennedy, managing director, J. M. Kennedy & Co. Ltd:, 28 Lorne St., P.O. Box 401, Auckland 1, **interested in obtaining agencies for U.S. photocopying equipment, addressing, dictating, other office machines (excluding typewriters, accounting machines, scales, calculators and adding machines) and ancillary equipment.** Early Sept. via New York for 2 weeks. c/o Speed-O-Print Business Machines Corp., 1801 W. Larchmont St., Chicago, Ill. 60613. Itinerary: Chicago, others if necessary. WTD 12/69.

PAKISTAN—Ahmed E. H. Jaffer, Jaffer Group of Companies, Jaffer Chambers, Abdullah Haroon Road, P.O. Box 7129, Karachi 3, **interested in direct purchase and agencies for U.S. power transformers, road construction and maintenance equipment.** Sept. 16 via Chicaga for 1 week. Itinerary: 9/16-19 Chicago c/o Hotel Windermere, 1642 E. 56th St., Chicago, Ill. 60637; 9/20-23 New York c/o The Waldorf Astoria Hotel, Park Ave. & E. 50th St., New York, N.Y. 10022. WTD 5/69.

PAKISTAN—Mohamed Usman, Mehran Sugar Mills Ltd., Tando Allahyar, West Pakistan and Mogul Tobacco Co. Ltd., Karachi, **interested in visiting sugar cane plantations and studying latest sugar manufacturing techniques and requesting technical information.** Third week of Sept. via Honolulu for 2 weeks. Itinerary: Honolulu c/o Waikiki Biltmore Hotel, Los Angeles, Washington, D.C., New York c/o P. Lorillard Corp., 200 E. 42nd St., New York, N.Y. 10017. WTD 6/69.

SOUTH AFRICA—Dr. J. Sergay, Screentex (Pty) Ltd., 254 Jeppe St., P.O. Box 203, Johannesburg, **interested in acquiring agencies and distributorships in the packaging, advertising and photographic paper fields.** Sept. 5 via New York for 2 mos., c/o Marshall Levinson, 3104 Beach Dr., Tampa, Fla. 33609. Itinerary: New York, Tampa, Boston, Washington, D.C., New Orleans, Las Vegas, San Francisco. WTD 8/70.

SOUTH AFRICA—Leonard Josne, M. T. S. Desselss (1054) Pty., Ltd.. PP.O. Box 7518, Johannesburg, Transvaal, **interested in acting as distributor or agent for U.S. manufacturers of radio, telephone and electronic components and equipment.** Sept. 3 via New York for 2 weeks. c/o St. Moritz Hotel, 50 Central Park S. New York, N.Y. 10019. Itinerary: New York, San Francisco. WTD 6/70.

Irish agency publishes tender on phone coin boxes, equipment

The Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Ireland, has issued Tender No. C/513/10/1 for the supply of telephone coin boxes and installations of associated exchange equipment. Bid deadline Oct. 1.

Copies of tender announcements and specifications are available from the Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkins House, Dublin 2, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists. Mimeographed copies may be obtained by firms domiciled in the U.S. from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1.00 per list for each country.

The following automated lists have been published to provide complete coverage for Germany. Automated trade lists may be ordered by the titles given below or by the five digit identification number. All are dated July 1970.

Germany—automated lists

No.	*Title*
01000	Farm, forestry and fishery products; mining companies
20000	Food and kindred products; tobacco and tobacco products
22000	Textile industry
23000	Apparel and accessories; miscellaneous fabricated textile products; personal leather products
24000	Lumber and wood products
25000	Furniture and fixtures
26000	Pulp, paper, paperboard mill products; converted paper and paperboard products; building paper and boards
27000	Printing and publishing industries
28100	Industrial chemicals
28200	Plastic materials and synthetics
28300	Drugs
28400	Soap, cleaners and toilet goods
28500	Paints and allied products; gum and wood chemicals
28700	Agricultural chemicals; miscellaneous chemical products
29000	Petroleum and petroleum products
30000	Rubber and rubber products; leather and leather products
30700	Plastic products
32000	Stone, clay and glass products
33000	Primary metals and metal products, ferrous and nonferrous
34100	Metal cans; cutlery, hand tools and general hardware
34300	Heating apparatus (except electric) and plumbing fixtures
34400	Fabricated structural metal products
34500	Industrial fasteners; metal stampings
34700	Miscellaneous fabricated metal products
35100	Engines and turbines
35200	Farm machinery and equipment
35300	Construction, mining and materials handling machinery and equipment
35400	Machine tools; special dies, tools, jigs, fixtures and industrial molds; machine tool accessories; other metalworking machinery
35500	Food products machinery; miscellaneous special industrial machinery nonelectrical
35520	Textile industry machinery; woodworking, paper and printing industries
35600	General industrial machinery and equipment, nonelectrical

XUM

35700—Office, computing and accounting machines
35800—Service industry machinery and miscellaneous nonelectrical machinery
36100—Electrical test and distributing equipment; electrical industrial apparatus (includes: motors, generators, industrial controls, welding equipment, carbon and graphite products, capacitors, rectifying apparatus, etc.)
36300—Household appliances; electronic equipment for home entertainment; phonograph records and tapes
36400—Electric lighting and wiring equipment
36600—Commercial, industrial and military communication equipment
36700—Electronic components and accessories
36900—Miscellaneous electrical equipment supplies
37100—Automotive vehicles, parts and accessories (includes auto repair shop)
37200—Transportation equipment and parts (except automotive)
38100—Professional and scientific instruments and controlling devices
38600—Photographic equipment and supplies; watches and clocks; jewelry, silverware, and plated ware
39300—Musical instruments; toys, amusements, sporting and athletic goods
39500—Pens, pencils, and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA — The South Australian Government announced plans for a two-story **passenger terminal** at Adelaide Outer Harbour costing approximately A$1.2 million (A$1 = approx. U.S.$1.12). The building, a glass-front steel-frame structure 380 feet long by 100 feet wide, will be built on the site of a cargo shed. The terminal will include cargo and baggage sheds on the ground floor; on the first floor, at gangway level with liners at the wharf, space for passenger needs and customs will be provided. Escalators and lifts will join the two levels. The first step in building the terminal will be demolition of most of the existing cargo shed; a small section housing customs will be retained until provisions are available in the new facilities. Construction of the passenger terminal is the last stage in renovations to the Outer Harbour facilities, begun several years ago. Approximately A$400,000 have been spent in the past four years on ancillary works for the terminal: the wharf itself has been largely rebuilt, new access roads completed, redundant railway tracks removed. According to the South Australian Department of Marine and Harbours, tenders for demolition of the cargo shed will soon be called. The Department plans to construct and erect the steel framework. Later, tenders will be called for the piling and, in about a year's time, contracts will let for decorating and furnishing the building.

AUSTRALIA—Ford Motor Co., Australia Ltd., will increase its investment in Australia by A$45 million (A$1 = approx. U.S.$1.12) during the next two years. Ford Australia, the nation's second largest car manufacturer with 21.5% of the total market, plans to expend the entire amount in the State of Victoria. This expansion program will take two years to complete and will focus on Ford's already sizeable facilities at Geelong and Broadmeadows (Melbourne). The expanded plants will provide employment for an additional 800 workers, bringing Ford's total Australian workforce to more than 11,000. The A$45 million of new spending will bring Ford's total investment in plants and facilities since 1958 to more than A$128 million. Of the A$45 million, A$33 million will be spent at the plant at Geelong, about 50 miles south of Melbourne, providing an additional 250,000 square feet of floor space. The remaining A$12 million will be spent in Broadmeadows. Extension of the engine plant at Geelong will provide facilities for a new V-8 engine developed by Australian engineers for local conditions. The Geelong stamping plant will be expanded by adding five press lines, increasing stamping capacity to more than 500 panel sets a day. A 120,000 square foot chassis plant for components such as brake pedals will be constructed at a cost of A$6.3 million. A new truck assembly plant at Broadmeadows will cost A$5 million and will be built on a five-acre site between the head office block and the main assembly plant. At present, Ford trucks are assembled at Auburn, New South Wales, in a leased building. Machinery and equipment from that plant will be transferred to Broadmeadows. The new plant is expected to be complete by September 1971 and the first trucks, built at a rate of 40 units per eight-hour day, to be manufactured in early 1972. Extensions to the Broadmeadows car assembly plant call for an additional five acres of floor space, increasing total covered floor space to 28 acres. Additional conveyors will be installed and other areas of the plant will be relocated to permit an increase in production from 40 to 50 cars per hour. This expansion will increase Ford's total car production by about 17.2% from 475 to 545 units a day. Three "electrocoat" body painting systems will also be installed, one each for passenger cars, trucks, and small parts. These plans, according to Ford officials, plus development contemplated for the rest of the 1970's, will exhaust Ford's available land both at Geelong (200 acres) and Broadmeadows (400 acres). The next development target would be near Sydney and a suitable site would be sought. By 1980 the Australia vehicle market will be in the region of 750,000 to 800,000 units per year, compared with the 1970 estimate of 503,000. It is Ford's intention to capture about a quarter of the 1980 estimated market, giving the firm a total market share of about 27½%. The entire expansion program will be financed by the reinvestment of profits earned by the company in Australia.

FINLAND—Outokumpu Oy, the Government-owned mining company, has completed a feasibility study on the possible construction of Finland's first **stainless steel plant.** While no firm decision has yet been made, prospects are favorable and the company may begin ordering equipment early next year. Outokumpu now specializes in production of nonferrous metals such as copper, zinc, lead, nickel, chromium, gold and silver. It is speculated that the investment in machinery and equipment may amount to Fmk 300-500 million (Fmk 4.20 = U.S.$1 and that the plant may employ as many as 2000 men. Company officials say, however, that they are still considering various options as to the size of the investment and the amount of productive capacity. While the domestic need for stainless steel has increased considerably in recent years, especially in the chemical and pulp industries, Outokumpu would find it necessary to develop export markets. Its estimate of sales prospects will influence the size of any plant erected. Before drawing up final plans, Outokumpu officials hope to visit several foreign countries including the U.S. in order to become acquainted with the latest production methods and equipment. For further information, American companies may contact Jorma Honkasalo, Metallurgical Manager, Outokumpu Oy, Toolonkatu 4, Helsinki 10.

PAKISTAN—The Economist Intelligence Unit Ltd., Spencer House, 27 St. James Place, London, S.W.1, is preparing a 90 day "costing" brief on a 600 bed hospital in Karachi, financed and organized by Prince Karim Aga Khan. The £6 million hospital will include a medical school for 500 students plus a nursing school for 300. The brief is scheduled for delivery to the Aga Khan on Nov. 15. R. Dembitzer, research consultant for the Economist Intelligence Unit, indicated an interest in U.S. firms acting as project managers for the job, i.e. linking the work between architects and contractors. The project construction is expected to be started in early 1971 following the opening of world tenders. According to Dembitzer the hospital will be located on a 63 acre site near the National Stadium, Karachi, on land donated by Pakistani authorities. Dembitzer is currently negotiating for the free entry of equipment for building and equipping the hospital.

SAUDI ARABIA—The Saudi business firm Ahmad Hamad Algosaibi & Bros. announced that it is examining local and international bids for construction of a new $2.25 million **hotel** in Al Khobar, Saudi Arabia. Al Khobar, in the center of Saudi Arabia's oil rich Eastern Province, is the nearest town to the main facility of the Arabian American Oil Co. (ARAMCO) at Dhahran. The new hotel will in-

clude about 200 rooms, swimming pool, tennis courts and auditorium. The building site will cover an area of about 3 million square feet; future expansion of the project to include about 100 individual family units is hoped. The hotel may be ready in about two years. U.S. firms interested in supplying equipment and fixtures for the new hotel should write the owners: Ahmad Hamad Algosaibi & Bros., P.O. Box 106, Al Khobar, Saudi Arabia.

SPAIN—Development in Spain's coal industry will exert an influence on American exports of mining equipment and coal to Spain. Domestic production has fallen off sharply recently; Spanish Ministry of Industry has now decided to take major steps to alleviate what some observers consider a crisis. A special committee has been formed to evaluate coal industry problems and make suggestions for their solution. At present, the committee is considering a proposal that the Government make available to HUNOSA, the industry's largest company, an immediate credit line of about $20 million as the first step of a total $43 million credit. The Government, through the National Industrial Institute, controls a large share of HUNOSA, now producing about 85% of industry output. Official sources feel the HUNOSA credit will be approved quickly. The credit line will be used for modernizing the firm, creating additional opportunities for American manufacturers and exporters of mining machinery and equipment, most of which is not produced in Spain.

VENEZUELA—The Ministry of Mines and Hydrocarbons announced an overhaul of the El Peru Treatment Plant at the El Callao Gold Mines (Bolivar State, Heres and Roscio Districts). Export opportunities exist for $300,000 of milling and treating equipment for grinding, classifying, precipitating, roasting, and cyanidating the ore normally used to recover lodo gold. Mines have produced gold since 1829 and were acquired by the Government in 1953, at which time Minas de Oro del Callao with government/private capital was founded to exploit the mines further. The company folded in 1965 and exploitation has since been carried out by a syndicate of the miners with support from the government. Further information is available from: Director de Minas, Ministerio de Minas e Hidrocarburos, Centro Simon Bolivar, Torre Norte, Caracas.

VENEZUELA—On August 21 President Caldera signed a law authorizing the Ministry of Public Works to obtain credits for Bs$185 million for the first phase of the new Maiquetia International Airport. The total cost of the phase will be Bs$385 million. The second phase will cost Bs$200 million. The provisional terminal building is already under construction and soon a new freight terminal will be started. The provisional phase is to be completed by late 1970. Immediately following, the first phase will start, consisting of a new runway and terminal building; this phase is to be completed by 1973 and will be sufficient for expected traffic loads until 1980. In the late 1970's the second phase, consisting of another runway and enlargement of the terminal building and a new freight terminal, is scheduled to start, with completion projected for 1984. It is intended that the final project will be sufficient for traffic loads up to the year 2,000, or later.

YUGOSLAVIA — An international bid tender for construction of the first Yugoslav Earth-Satellite Station at Ivanjica will reportedly be issued in early 1971. The project is scheduled for completion in 1974.

Colombia to purchase equipment for electric lighting firm

The Empresa de Energia Electrica de Bogota has issued a tender for the supply of electro-mechanical equipment for a 66,000 kw thermic unit for the Bogota Electric Light Co. The bid deadline is Oct. 9. The tender includes boiler using coal and oil, turbo generator, condenser, pumps for condensed water, preheaters and deaerator for feed water, pumps for boiler feed, equipment for removing ashes, bars between generator, auxiliary and main transformers and power transformers, auxiliary and main.

Specifications available for U.S. $200 from Empressa, Calle 13, No. 37-35, Bogota, Colombia.

Greece seeks bids for supply of cable balancing capacitors

The Hellenic Telecommunications Organization of Greece has issued Tender No. 6805 for the supply of cable balancing capacitors. The bid deadline is Sept. 21.

Bids should offer 286,300 cable balancing capacitors for low frequency telephone cables.

Copies of tender announcements and specifications are available from the Royal Greek Embassy, Commercial Counselor, 2211 Massachusetts Ave., NW., Washington, D.C. 20008, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Mexico invites bidding on 647 miles of roads financed by World Bank

The Mexican Public Works Secretariat has announced invitations to bid on approximately 647 miles of road construction to be financed by the World Bank. Construction costs are estimated at $44.8 million.

The following is a project description: a) 10 roads totaling 647 miles, each section to cost no less than $2.4 million; b) type of road surface to be either asphalt, TS1-single or TS2-double surface; c) gravel shoulders; d) drainage works and bridges not over 15 meters; e) accompanying drainage; f) paving. Separate bids are requested for each road.

Interested companies may directly or through their agent contact the Director General de Control, Oficina de Registro Clasificado de Contratistas, Calle Fernando No. 268, Mexico 13, D.F. The bid deadline is Sept. 30.

The U.S Embassy in Mexico is sending additional details on this project For information, contact the Construction and Building Materials Division, BDSA-645, Room 5611, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3602).

Libya to build plant for making glass bottles, pressed glassware

Tender No. 3/1970, for the delivery and erection of a plant for production of glass bottles and pressed glassware to be established in Tripoli has been issued by the Libyan General Organization for Industrialization, El Fath St., P.O. Box 4388, Tripoli. The plant should have an annual capacity of 12,000 tons. The bid deadline is Nov. 7.

Specifications can be obtained from the Libyan General Organization for Industrialization for L£50 a set from the address listed above.

Future construction summary available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in INTERNATIONAL COMMERCE and *Commerce Business Daily* during April, May and June 1970 is available to U.S. firms from the International Liaison and Trade Opportunities (ILTO) Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The summary, which may also be reviewed at any of the 42 Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible names of contractors and responsible agencies are cited, as well as the original dates of publication.

A limited number of copies of the first quarter 1970 summary is also available upon request and will be distributed on a first-come basis.

New Books and Reports

***International Economics: Analysis and Issues.* By Charles E. Staley. Prentice-Hall, Englewood Cliffs, N.J. 292pp. $9.95.**

As a guide to the concepts and developments from which the advanced literature of the field derives, this work is designed as a tool for those preparing for advanced study of international economics. Moreover, in following the increasing trends toward the uses of statistical and econometric techniques, these studies are employed in developing resolutions of competing theories, in applying theories to factual situations.

Write: Prentice-Hall, Inc., Englewood Cliffs, N.J. 07632

***Report on the Census of Distribution and other Services: 1966.* Compiled by the U.K. Board of Trade. Her Majesty's Stationery Office, London. 164pp. $3.50.**

This recently-released report presents the results of the Distribution Census taken by the Board of Trade in 1967, to cover trading in 1966. These periodic studies are taken to provide a detailed analysis of the structure of retail trade. They provide a benchmark and sampling frame for various series of short-term statistics relating to retail sales and stocks, consumer credit and capital expenditure.

Write: Sales Office, British Information Services, 845 Third Ave., New York, N.Y. 10022.

***National Interests and the Multinational Enterprise: Tensions Among the North Atlantic Countries.* By Jack N. Behrman. Published by Prentice-Hall, Inc., Englewood Cliffs, N.J. 194pp., $8.50, cloth; $4.95 paper.**

Designed to examine the impacts of the multinational enterprise on governmental policies, this study analyzes major complaints of host countries against this new institution, and assesses alternative policy prescriptions. Among the concerns of host governments, which the author discusses, are the potential for industrial dominance, interference, technological dependence, and market disturbances. Restrictions by host governments, strengthening of their domestic industries, and intergovernmental agreements for lessening tensions also are discussed.

Research for the study was supported by the Harvard Business School, from a grant by the Ford Foundation, and by Harvard's Center for International Affairs.

The author, Professor of International Business at the University of North Carolina, is a former Assistant Secretary of Commerce.

***Foreign Free World Producers of Aluminum Wire and Cable.* U.S. Department of Commerce, Washington, D.C. 20pp. 15 cents.**

More than 300 foreign users of aluminum, operating in 48 countries, are identified in this new directory compiled by the Department's Business and Defense Services Administration. In addition to aiding the U.S. aluminum industry, the directory is designed for firms that supply materials, services, and equipment to aluminum wire and cable fabricators.

Write: Sales and Distribution Branch, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230, or any Commerce Field Office.

***Guide to Foreign Trade Statistics: 1970.* Bureau of the Census, Washington, D.C. 183pp., $1.50.**

This latest edition of the Commerce Department's Guide to Foreign Trade Statistics reflects changes made in the foreign trade statistical program since release of the 1969 issue. The guide is intended to help both Government and non-Government users of statistics to locate specific information from the large and varied body of data about U.S. export and import trade. Reports listed in the guide represent current plans for the release of foreign trade statistics during 1970. Also included is a section concerning services whereby users may obtain information at an earlier date than the release of published reports, in greater detail, or in different arrangements than are available in the statistics released regularly.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or Commerce Field Offices in major U.S. cities.

***Guidelines to Operating in Latin America.* By John M. Dyer. Published by the Academy of the Arts and Sciences of the Americas, Miami, Fla. 73pp. $5.**

The author gives an economic overview of the Latin American area, guidelines to operating there, and a systematic approach for analyzing foreign markets. A selected bibliography and several graphic presentations are included.

Write: Academy of the Arts and Sciences of the Americas, P.O. Box 811, Miami, Fla. 33133.

***World Survey of Civil Aviation: Canada 1970.* U.S. Department of Commerce, Washington, D.C. 48 pp., 30 cents.**

The twelfth in a series of foreign market surveys of civil aircraft and aeronautical products by the Business and Defense Services Administration, the report evaluates the role of air transportation in Canada, with particular emphasis on fleet composition, flight operations, and marketing and investment opportunities. It describes the Canadian aerospace industry —the fourth largest in the free world— and government support furnished the industry.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The Portuguese Economy—Doing Business in Portugal.* Banco Pinto and Sotto Mayor, Lisbon, 1970. 70pp.**

An overall view of the Portuguese economy with brief sketches on taxation and rates, development plans, foreign investment, foreign trade, industry, and transportation and communications. Several pages are also devoted to the overseas provinces of Angola and Mozambique.

Write: Banco Pinto and Sotto Mayor, Foreign Department, Trade Relations Service, Rua Do Ouro, 28 Lisbon, Portugal.

***Investment Incentives in France,* 16 pp., and *France in the 70's: A New Investment Climate,* 33pp. Free.**

These two brochures from the French Regional Development Agency describe procedures and incentives for foreign investment, particularly in the less-developed south and west areas of France, and give essential information on site selection, project financing, labor resources, and transportation network.

Write: French Industrial Development Agency, 610 Fifth Ave., New York, N.Y. 10020.

☆ U. S. GOVERNMENT PRINTING OFFICE 1970—432-028/6

Calendar *for international traders*

CHICAGO—Sept. 16—Midwest Credit Management Ass'n meeting, Bismarck Hotel.

CHICAGO—Sept. 17—Int'l Trade Club dinner meeting, Conrad Hilton Hotel. Speaker: John A. Volpe, Secretary of Transportation.

GREENVILLE — Sept. 15 & 16 — Sixth annual South Carolina World Trade Conference, Poinsett Hotel. Sponsors: S. C. REEC, World Trade Committee of Greenville Chamber of Commerce, U.S. Dept. of Commerce Charleston Field Office.

HONOLULU—Sept. 16—How to Get Started in Exporting seminar, 10 a.m., Commerce Field Office.

LITTLE ROCK—Sept. 17—Seminar on export financing, Coachman's Inn. Sponsors: Arkansas Exporters' Roundtable, Little Rock Chamber of Commerce, Eximbank, FCIA, SBA, REEC and Commerce's Memphis Field Office.

MEMPHIS—Sept. 16—Seminar on export financing, Holiday Inn-Rivermont. Sponsors: Mid-South Exporters' Roundtable, Chamber of Commerce, Eximbank, FCIA, SBA, REEC, Field Office.

NEW HAVEN—Sept. 16—Luncheon meeting of the Combination Export Managers Assn. of Connecticut. Les Shaw's Restaurant, 11:15 a.m.-2 p.m.

NEW YORK—Sept. 15—FCIB Hardware-Automotive and Allied Trades Group, Advertising Club, 12:30 p.m.

NEW YORK—Sept. 17—FCIB Drug, Chemical and Food Export Club, Advertising Club, 12:15 p.m.

PHILADELPHIA — Sept. 16 — In-office workshop, "Export Credit and Marine Insurance." Commerce Field Office, 10 a.m.

PHILADELPHIA — Sept. 16 — 39th annual banquet of Foreign Traders Association of Philadelphia, Inc. Sheraton Hotel, 7 p.m. Twenty-seventh Annual Award will be given to Frederic A. Potts, Chairman, Philadelphia Port Corp.

PITTSBURGH — Sept. 15 — Export luncheon forum, Johnstown, Pa., 12 noon. Sponsor: Johnstown Chamber of Commerce and Commerce Field Office.

PITTSBURGH — Sept. 17 — Export workshop, 2:00 p.m., Pittsburgh Field Office, 2212 Federal Bldg. Sponsor: Pittsburgh Field Office and REEC.

ST. LOUIS—Sept. 15—"Show You" export workshop on Documentation, Commerce Office, Federal Bldg., 2 p.m. Sponsors: World Trade Club, Chamber of Commerce, Commerce Field Office.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N.MEX., 87101, U.S. Courthouse. Area Code 505,843-2386.

ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St., NW. Area Code 404, 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.

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